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# INCOME/EXPENSE ANALYSIS

## FEDERALLY-ASSISTED APARTMENTS

## 1987 EDITION

Published annually by the

IREM

**Institute of Real Estate Management**
of the National Association of Realtors®
430 N. Michigan Avenue, Chicago, IL 60611-4090

# The
# Institute of Real Estate Management
# Experience Exchange Program

**Institute of Real Estate Management**
**of the NATIONAL ASSOCIATION OF REALTORS®**

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**Chicago, Illinois 60611**

**Experience Exchange Department**
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## To the reader of this publication:

The best business decisions are based on a thorough understanding of the facts. The purpose of the Institute's Experience Exchange Program is to put the important financial facts of property operation at the fingertips of the investor, the developer, the appraiser, the lender, and, above all, the property manager.

In 1987, the operational experiences of nearly 10,000 buildings and developments have been analyzed and compiled in four useful and informative publications: *Income/Expense Analysis: Conventional Apartments; Income/Expense Analysis: Office Buildings; Income/Expense Analysis: Federally Assisted Apartments;* and *Expense Analysis: Condominiums, Cooperatives, and Planned Unit Developments.*

The financial data for these research studies was provided by the Institute's own members and by other related practitioners. The Experience Exchange Committee wishes to express its appreciation to all those individuals who have contributed data over the years. Without their continued support and cooperation, this extensive research program would not be possible. The committee would also like to thank the staff who have worked diligently to assemble these publications.

We hope this information will assist you in making better management decisions. We welcome any constructive criticism that might increase the usefulness of future editions, and we encourage anyone who manages, owns, or has invested in these types of property to write the Institute for a description of the method and special benefits of participation.

Sincerely,

**Jarvis W. Edwards,** CPM®
Chairman
Experience Exchange Committee

The information contained in this survey is based on information provided to IREM by real estate owners and managers concerning actual operating income and expenses for the period described. IREM disclaims any and all liability for the accuracy of the data submitted that was included in this survey, and, therefore, for uses and applications of the data reported.

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# NATIONAL SUMMARY

## The Operating Experience of Federally Assisted Apartment Buildings—1986

In 1986, federally assisted apartment buildings experienced operating expenses that significantly exceeded those of their conventionally financed counterparts. In part, this difference is due to the much higher project administration costs incurred by the federally assisted properties.

For much of the sample, utility bills were greater than those for conventionally financed projects. However, these costs varied by building and subsidy types. Assisted properties typically spent less on general building maintenance and only 50 percent to 70 percent as much as their conventional counterparts on painting and decorating.

The latter is due in part to the fact that subsidized properties benefited from lower levels of tenant turnover and vacancy. Units in these buildings changed hands one third as often as units in the conventional sector. The cost of vacancies and other forms of rent loss were typically only 5 to 7 cents per square foot, compared to the 40 to 48 cents per square foot experienced by the typical conventional property.

Despite their generally higher cost of operation, the buildings in the sample which receive Section 202–Elderly and Section 8–Family subsidies reported net operating income which exceeded that for the other subsidy types surveyed. On the other hand, those receiving subsidies under Section 221(d)3 and Section 236 typically generated net revenues much lower than the norm for federally assisted units.

**Table 1:** 1987 SAMPLE—U.S.—All Building Types

| Item | Number |
|---|---|
| Number of Buildings | 1,568 |
| Number of Apartments | 167,739 |
| Number of Rooms | 697,452 |
| Average Number of Apartments per Building | 107 |
| Average Number of Rooms per Apartment | 4.16 |

### The Sample

The sample collected for the 1987 edition of this report encompasses 1,568 properties containing over 167,000 residential units. The buildings surveyed individually contained an average of 107 apartments.

The largest share of the total sample, 58 percent, contained properties which received only Section 8 subsidies. These properties were approximately equally divided between those oriented toward elderly or handicapped residents and those whose tenants were mainly families.

Although some of their tenants may have received Section 8 assistance, the remaining properties received subsidies under one of the three other federal programs. Slightly more than one fourth of the total sample had received Section 236 subsidies; 11 percent received help under Section 221(d)3; and 4 percent received subsidies under Section 202.

Fifty-six percent of the sample was made up of garden type projects, and the remaining sample was split between elevator and low-rise complexes. Only projects which contained 12 or more units were accepted for this analysis.

**Table 2:** SAMPLE DISTRIBUTION BY SUBSIDY TYPE
U.S.—By Building Type—1986

| Subsidy Type | Elevator | Low-Rise | Garden |
|---|---|---|---|
| Section 202 | 31 | 21 | 13 |
| Section 221(d)3 | 8 | 42 | 113 |
| Section 236 | 67 | 50 | 300 |
| Sec. 8–Elderly/Hndcp. | 215 | 119 | 37 |
| Sec. 8–Family | 16 | 111 | 351 |

### Operating Expenses

Properties oriented toward the elderly or handicapped, including those under Section 202, generally experienced higher levels of expense than other federally assisted complexes. The costs incurred by the Section 8–Family/Nonelderly sample most closely approximated the experience of the conventional sector.

**Table 3:** TOTAL EXPENSES BY SUBSIDY TYPE
U.S.—By Building Type—1986
In Median Dollars per Square Foot of Rentable Area

| Subsidy Type | Elevator | Low-Rise | Garden |
|---|---|---|---|
| Section 202 | $4.35 | $3.36 | $3.65 |
| Section 221(d)3 | 3.60 | 3.41 | 2.71 |
| Section 236 | 4.30 | 3.15 | 2.75 |
| Sec. 8–Elderly/Hndcp. | 4.12 | 3.69 | 2.92 |
| Sec. 8–Family | 4.32 | 2.89 | 2.62 |
| All Federally Assisted | 4.15 | 3.26 | 2.70 |

The per-square-foot cost of operating an elevator building exceeded that of running a low-rise structure, which in turn was higher than the median expenses of operating a garden type project.

Utility costs, representing as much as 33 percent of total operating expenses for the typical elevator building, varied by subsidy and building type. Utility expenses in federally assisted elevator and low-rise properties exceeded those in the conventional sector by 16 percent to 25 percent.

# NATIONAL SUMMARY

Subsidized garden projects experienced far lower energy costs as a group, less than half as great as the federally assisted elevator buildings in the sample, and approximately the same as those of the garden properties in the conventional sector.

**Table 4:** UTILITY COSTS BY SUBSIDY TYPE
U.S.—By Building Type—1986
In Median Dollars per Square Foot of Rentable Area

| Subsidy Type | Elevator | Low-Rise | Garden |
|---|---|---|---|
| Section 202 | $1.25 | $0.82 | $0.87 |
| Section 221(d)3 | 0.86 | 0.97 | 0.54 |
| Section 236 | 1.40 | 0.71 | 0.57 |
| Sec. 8–Elderly/Hndcp. | 0.90 | 0.90 | 0.52 |
| Sec. 8–Family | 0.72 | 0.39 | 0.35 |
| All Federally Assisted | 1.05 | 0.66 | 0.41 |

In examining the overall building maintenance category, the costs of building security and grounds maintenance at a federally assisted property closely match conventional experience. However, the dollar amounts spent on noncapital repairs, painting and decorating are typically lower. As stated above, this is due in part to the lower turnover rate experienced by federally assisted properties as a whole. The costs reported in Table 5 include security and grounds maintenance payroll, but exclude general maintenance payroll.

**Table 5:** MAINTENANCE COSTS BY SUBSIDY TYPE
U.S.—By Building Type—1986
In Median Dollars per Square Foot of Rentable Area

| Subsidy Type | Elevator | Low-Rise | Garden |
|---|---|---|---|
| Section 202 | $0.62 | $0.37 | $0.59 |
| Section 221(d)3 | 0.62 | 0.72 | 0.52 |
| Section 236 | 0.62 | 0.50 | 0.49 |
| Sec. 8–Elderly/Hndcp. | 0.56 | 0.45 | 0.45 |
| Sec. 8–Family | 0.80 | 0.44 | 0.44 |
| All Federally Assisted | 0.59 | 0.47 | 0.47 |

Garden apartments receiving Section 8–Elderly/Handicapped, Section 236, and Section 221(d)3, representing more than one half of the Garden sample, reported higher expenses than both the other subsidy types surveyed and conventionally financed properties.

The elevator and low-rise buildings in the sample as a group typically reported more favorable operating ratios than the garden type projects.

In most Section 8 subsidized properties, total operating expenses consumed somewhere near 40 percent of actual project revenues. This compares quite favorably to the 60 percent to 70 percent median operating ratios reported for the Section 236 complexes.

**Table 6:** OPERATING RATIO BY SUBSIDY TYPE
U.S.—By Building Type—1986
Total All Expenses as Percentage of Total Actual Collections

| Subsidy Type | Elevator | Low-Rise | Garden |
|---|---|---|---|
| Section 202 | 43% | 41% | 42% |
| Section 221(d)3 | 51% | 57% | 61% |
| Section 236 | 74% | 74% | 71% |
| Sec. 8–Elderly/Hndcp. | 40% | 41% | 40% |
| Sec. 8–Family | 48% | 47% | 43% |
| All Federally Assisted | 43% | 46% | 53% |

After expenses were paid, the buildings receiving Section 236 and Section 221(d)3 subsidies reported much less net income in dollars per square foot than other subsidized projects. Properties receiving assistance under the Section 202 and Section 8 programs fared much better.

**Table 7:** NET OPERATING INCOME BY SUBSIDY TYPE
U.S.—By Building Type—1986
In Median Dollars per Square Foot of Rentable Area

| Subsidy Type | Elevator | Low-Rise | Garden |
|---|---|---|---|
| Section 202 | $5.70 | $5.31 | $5.20 |
| Section 221(d)3 | 4.17 | 1.73 | 1.62 |
| Section 236 | 1.58 | 1.07 | 1.03 |
| Sec. 8–Elderly/Hndcp. | 6.10 | 5.29 | 4.20 |
| Sec. 8–Family | 5.18 | 3.55 | 3.65 |
| All Federally Assisted | 5.22 | 3.87 | 2.01 |

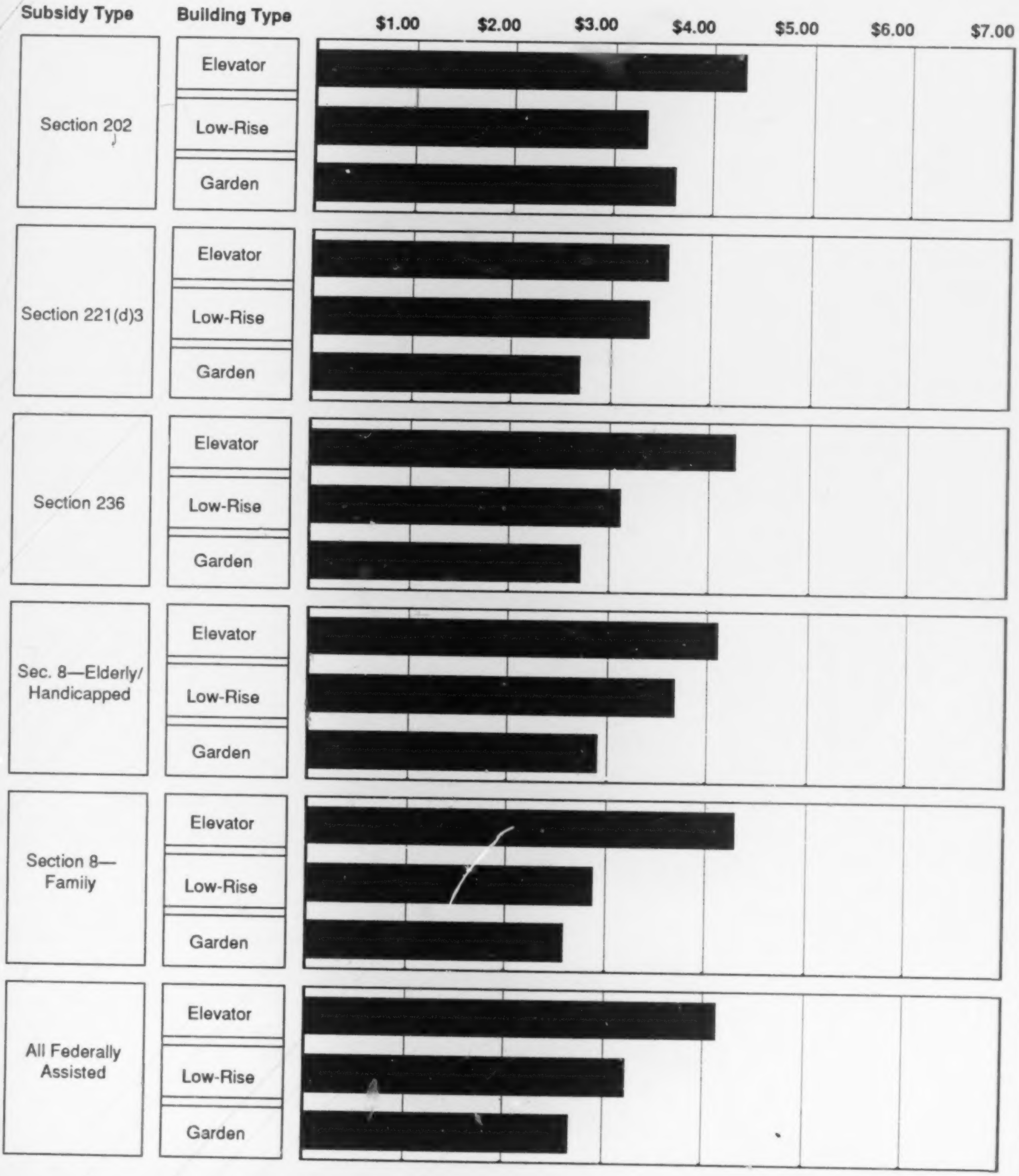
As would be expected, federally assisted units experienced much lower levels of tenant turnover than those in the conventional sector. During the course of the year, only 15 percent to 28 percent of the subsidized properties received new tenants, compared to 31 percent to 78 percent of the conventional units.

**Table 8:** TURNOVER RATIO
U.S.—By Building Type—1986
Number of Tenants as a Percentage of Total Apartments

| Subsidy Type | Elevator | Low-Rise | Garden |
|---|---|---|---|
| Federally Assisted | 15.7 | 24.4 | 28.8 |
| Conventionally Financed | 31.6 | 34.3 | 78.4 |

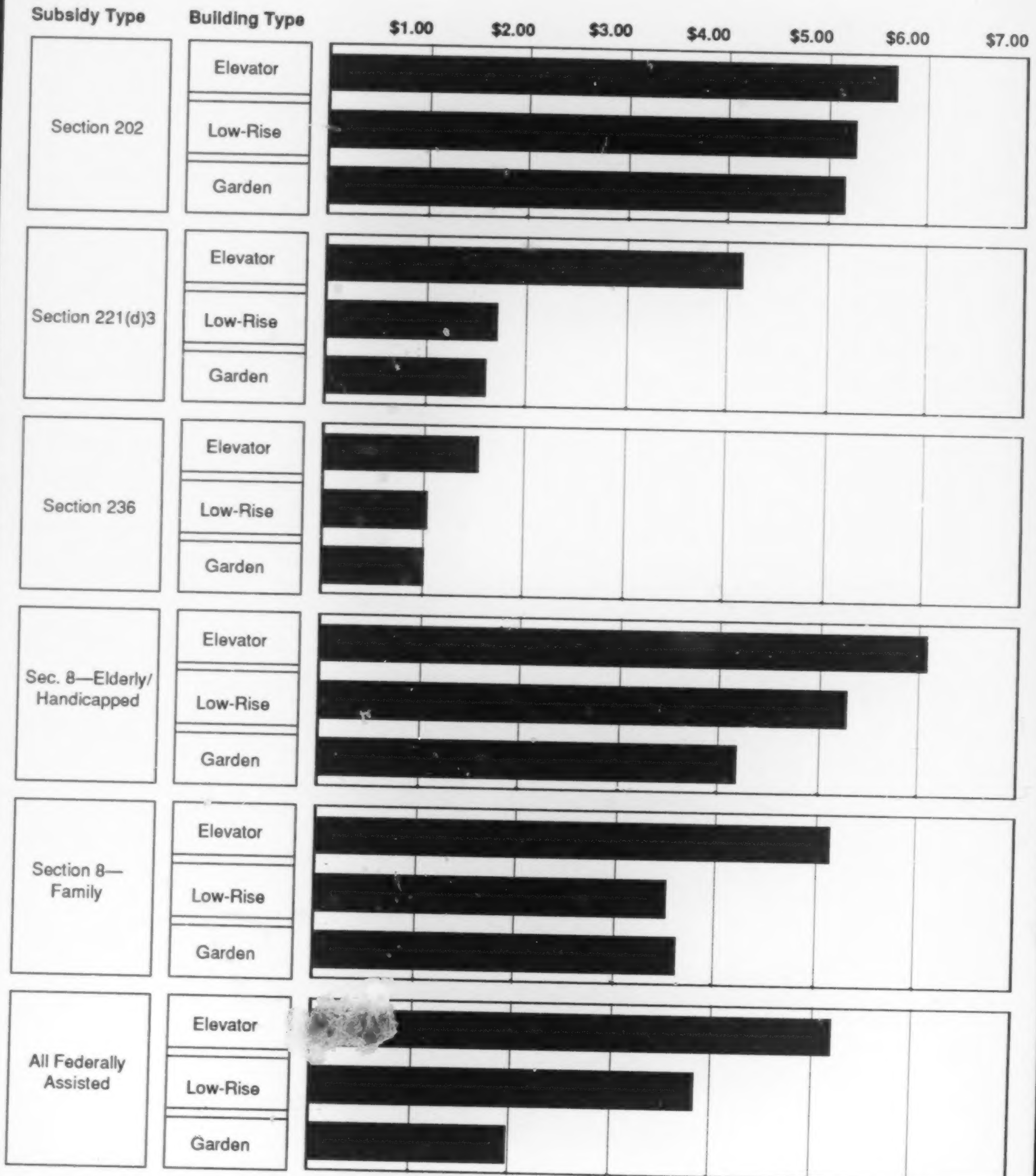
# GRAPHIC ILLUSTRATION

**Total Expenses By Subsidy Type**
U.S.—By Building Type—1986
In Median Dollars per Square Foot of Rentable Area



# GRAPHIC ILLUSTRATION

**Net Operating Income By Subsidy Type**
U.S.—By Building Type—1986
In Median Dollars per Square Foot of Rentable Area



# GUIDELINES FOR USE OF THIS DATA

The Institute's Experience Exchange research program is now over 30 years old. In the past three decades, a brief survey of 200 apartment properties has developed into a major annual research effort encompassing nearly 10,000 projects. From this data base, IREM annually produces nearly 800 pages of analysis published in four specialized volumes.

In 1976, the original apartment building study was supplemented with a survey of suburban office building operations. In 1978, the condominium and cooperative section was broken out of the parent report and appeared for the first time as an independent publication. In 1982, the office building study was expanded to include downtown properties.

In 1986, the Institute published the first edition of this *Income/Expense Analysis: Federally Assisted Apartments* which analyzes the operating experience of apartment buildings receiving subsidies under the following federal programs: 202, 221(d)3, 236, and Section 8.

This study resembles in many respects the retitled conventional apartment publication. The charts of accounts that appeared on the data collection forms for the two surveys were identical. The reporting formats are also the same, with the exception of individual report titles.

This study does differ from the conventional apartment study in two important respects. Where possible, the data has been grouped by subsidy type in order to facilitate detailed operating comparisons. The sequence of the reports in this publication is also different. All of the reports for a particular metropolitan area appear together in order to simplify the analysis of the differences in operating experience within individual markets.

## Chart of Accounts

The chart of accounts used in both apartment surveys has evolved over time. The chart of accounts that first appeared on the 1977 apartment building data collection form reflected several changes in the choice of line-items, their definitions and sequence. Three new expense categories were included: *Security*, *Grounds Maintenance*, and *Recreational Amenities*. Respondents were also asked to break out their payroll costs for these three new expense categories.

The sequence of the expense line-items was realigned to make it more compatible with the HUD Chart of Accounts, the single most widely utilized system in the industry.[1]

The collection of additional utility information permitted a major improvement in the analysis of utility costs. These expenses are now broken down by the type of area serviced. For example, buildings which pay to heat the individual residential units are now distinguished from those projects which pay to heat only common areas. The volatility of utility expenses over the past few years has necessitated this refinement.

## Method of Statistical Analysis

All of the income and expense figures reported in this publication are represented as "medians" and "ranges." This method of statistical analysis was adopted for several reasons.

An important factor was a reconsideration of the real purpose of these published statistics. They are intended to serve as a benchmark against which property managers, owners, developers, and investors can compare their own operating experience. The statistics are not intended to set a standard for the industry or to determine the ideal operating ratio.

It is evident that no two properties are going to encounter identical maintenance problems or run up the same utility bills during the year, in spite of any structural, geographical, or operational similarities. The median and chosen range reflect far more accurately the real diversity in operating experience than a simple average.

In this publication the median describes what might be called the "typical" expense for a given sample, and the range reflects the upper and lower limits within which the central portion of the sample falls. (For a complete explanation of these values, refer to the section entitled "Interpretation of a Page of Data.")

Another reason for adopting the median is to insure that exceptionally high or low figures do not unduly affect the published results. This is particularly important for small samples, where one large property with extraordinary maintenance costs could significantly increase the calculated average maintenance expenses for its city.

All data collection forms are carefully and systematically audited by project staff and by computer to eliminate any properties that fall too far outside normal operating experience. Use of the median further protects the reported figures from any unidentified errors or extremes.

## Description of Reports and Layout of the Book

This edition has been compiled with the intention of facilitating the location of desired statistics. The reports have been grouped into five major sections: Metropolitan

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[1] This system is contained in the HUD Handbook officially knows as *Financial Operations and Accounting Procedures for Insured Multi-family Projects* (Publication No. 4370.2), chapter 4, pages 27 to 69.

# GUIDELINES FOR USE OF THIS DATA

Area Reports, Regional Reports, National Reports, Age Group Reports, and Turnover Reports. These sections are defined as follows.

### Metropolitan Area Reports

The first section of this publication offers detailed analyses of the operating experience of federally assisted apartment projects for selected metropolitan areas. The choice of metropolitan areas reported is determined by sample size.

Within each metropolitan area, the data is reported by building type, including (where a sufficient sample was collected) *Elevator, Low-Rise*, and *Garden Type* buildings.

Where possible, the data is sorted within each building type into one or more of the following subsidy categories:

- *All 202 Properties*
- *Other Section 8 Elderly*
- *All 221(d)3 Properties*
- *All 236 Properties*
- *Other Section 8 Family*

Where the size of the metropolitan area sample did not permit such detailed groupings, the data was sorted, if possible, into the following two occupancy categories:

- *Elderly/Handicapped* (a combination of *All 202 Properties* and *Other Section 8 Elderly*)
- *Family* (a combination of *All 221(d)3 Properties, All 236 Properties*, and *Other Section 8 Family*).

### Regional Reports

The following section contains similar breakouts for selected regions of the United States. The reader should refer to the map following this introduction to determine the geographical area represented by each region number. Certain regions have been grouped to insure a significant sample for each regional area reported.

### National Reports

The third section includes comparable analyses of the national sample by building type and subsidy category.

### Age Group Reports

Where a sufficient sample was collected, the national data was further sorted into building age groups, to provide a more comprehensible picture of annual operating experience.

### Turnover Reports

The final section contains a series of reports detailing the annual turnover rates for all metropolitan areas reporting, by building type.

## Sample Composition

The sources of the financial data in this publication are the Institute's CERTIFIED PROPERTY MANAGER® members and other real estate professionals who are involved with the fiscal management of multi-unit properties. Data collection forms are distributed at the beginning of each calendar year, and are accepted from January through the reporting deadline of March 31.

To be included in the sample, a submitted property must meet the following criteria:

- The building or group of buildings must contain a minimum of 12 residential units.
- The building's office or store occupancy may not represent more than 20 percent of the total rentable area.
- The building must have been in operation for a full 12 months in the calendar year reported.

Contributors whose properties meet these criteria and whose buildings are included in the sample receive a complimentary copy of the *Analysis* when it is printed, and an individual computer analysis of their building's income and expenses.

## Apartment Sample Split

This is the second edition of the *Income/Expense Analysis: Federally Assisted Apartments*. In order to differentiate between the two apartment surveys, the initial study was renamed *Income/Expense Analysis: Conventional Apartments*.

Over a thousand properties formerly included in the general apartment data base have been included for the past two years in the federally assisted apartment sample. This should be kept in mind when comparing data reported in the federally assisted apartment book with data reported in any pre-1986 editions of the initial apartment book.

## The Proper Use of This Data

The Experience Exchange data base of the Institute of Real Estate Management is a valuable resource with a wide range of applications. Real estate professionals, private investors, governmental agencies, and researchers across the country have turned to these surveys for more than thirty years to answer many of their questions. This data can prove to be of great service if correctly used and interpreted. It can achieve its purpose, however, only if it is applied accurately and carefully.

# GUIDELINES FOR USE OF THIS DATA

In the following paragraphs, the possible benefits of judicious interpretation will be reviewed, along with the methods of putting these statistics to their proper and best use.

It is important to establish clearly what these statistical summaries cannot do and what they do not pretend to do. They do not establish standards for the operation of real property. They do not determine the proper or "ideal" operating experiences for a particular property type. They are summaries of the operating experience of contributed properties and provide a valuable basis for analysis and comparison.

It must be kept in mind that these summaries are compiled from a voluntary sample. The buildings included in the sample were not statistically selected and do not necessarily reflect the total range of operating experience for a particular city or region.

How is this information used in the real estate community? It may play many roles in a property's conception, development, and life. It is frequently applied to the preparation of feasibility studies on contemplated developments: *Will the income stream anticipated in a particular location successfully support the project's development and operating cost demands? What revenues can be expected from different locations and different types of development? Are market conditions for this type of project favorable?*

The Experience Exchange data base is constantly used in budgeting for buildings under development and those already in full operation: *Have ongoing building maintenance requirements been fully anticipated? Which expense categories are increasing, and at what rate?*

These surveys are also applied to the detailed analysis of individual markets: *What revenues will a particular market support? Are project rentals keeping pace with comparable properties? Will higher rentals be offset by increased vacancies?*

The data is also drawn upon to verify cash flow projections for appraisals using an income approach to value. And, certainly, its most obvious use is in operating comparisons for individual properties.

The method of making an effective comparison will be described in detail shortly. The many uses of this information also include management reviews, many aspects of real estate research, tax appeals, etc.

## Cautions in Interpretation

Any analysis of this data must place it in its proper context, with a full understanding of its advantages and limitations. These considerations can be grouped into three categories:

- General factors influencing interpretation.
- Factors relating to a specific market.
- Factors to be considered in comparing a particular property to the published statistics.

There are two important considerations which fall within the first category. First of all, the data is limited by time. In interpreting the contents of these surveys, the careful analyst will take into account the inevitable inflation that occurred subsequent to the operating year summarized.

It is also significant to note that there are variations in the sample base from year to year due to the voluntary nature of the contributions. In consequence, reported fluctuations in income and expenses must be interpreted with this in mind.

When evaluating the data on a particular market it must be remembered that market conditions can experience dramatic changes in a relatively short period of time. New projects coming on line, for example, can have a significant impact on a local inventory. Changes in the economic climate, such as dramatic swings in interest rates, or unemployment rates, can result in short term shifts in market conditions. Thus, the data must be interpreted in its current context.

In addition, particularly on the metropolitan level, it is important to consider the relative size of each sample, and the relative size of the properties in the sample. By taking this information into account, any comparisons made will be more fruitful.

Finally, when making a comparison between a particular property and the survey results, it must be remembered that there are many possible reasons why the two might differ.

- The property in question might not be of a comparable size.
- The type of tenants for that property, or for the sample collected, might have special needs and require special or exceptional expenditures.
- Different owners and managers have naturally differing maintenance and care policies.
- The physical and structural features of the building may not closely match sampled properties.
- Lease terms may vary significantly and must be taken into account in a careful interpretation.

A proper analysis requires that such considerations be explored. When applied intelligently, this data can prove to be of great value and consequence. That is why it is drawn upon by thousands of lenders, appraisers, property owners, investors, developers, government agencies, researchers, and real estate professionals.

This data is of particular benefit to the professional managers of real property assets. And that is why, in view of the important asset management decisions with which they are faced, that you will find copies of the *Income/Expense Analysis* publications in the office of every CERTIFIED PROPERTY MANAGER member of IREM.

# GUIDELINES FOR USE OF THIS DATA

## Comparing Your Property's Experience With the Data in This Publication

### Preparation

For any comparison to be possible, it is essential that your property's income and expense figures share a format which is similar to the data as it appears on these pages. In other words, for effective comparison, you should convert your annual operating figures to match the income and expense categories as they are defined in the Appendix. A comparative data worksheet has been provided in that section for this purpose.

Your figures should then be translated into dollars per square foot based on the Rentable Floor Area of the buildings in the development; or you may make a similar conversion of your figures into percentages of the Gross Possible Total Income of your building during the comparable operating year. For example, each expense figure for your property should be divided by the number of Rentable Square Feet in your project. If your annual insurance cost was $8,392 and your project contains 120,000 Rentable Square Feet, your annual insurance cost in dollars per square foot would be $0.07 ($8,392 divided by 120,000 = 0.06993. 0.06993 rounded to the nearest whole cent = 0.07).

### Choosing the Appropriate Table

You are now ready to take advantage of the data in the publication. You must now choose a sample or table which will provide you with an effective basis for comparison. There are intentionally many tables which might compare in one way or another with your property. It is recommended that you choose more than one.

All of the data are grouped by building type, so you must be certain to select samples of the same type. If the metropolitan area where your building is located appears in the book as a selected sample, you may wish to begin by comparing your property with others in that city.

You also may wish to compare your figures with data on your region, and with similar properties of the same age group. Several columns are provided on the comparative worksheet to permit you this flexibility.

### Abstracting Comparable Figures from the Tables

When you have chosen a suitable table, you will want to use only those figures on the table which compare with your property's operations. For example, there are four maintenance expense categories listed on each page of the publication. However, in any one year, your property may incur expenses in only two or three of those categories.

If that is the case, pull from each table you use only those figures which correspond to your property's operations. For example, if your building did not require the painting or decorating of any interior area, do not copy that comparable onto your worksheet.

Consequently, you should use only the subtotals and totals that appear in the book for quick preliminary comparison. After you have abstracted the data that directly applies to your property, you should calculate your own.

The careful selection of data is particularly important in your analysis of utility expenditures. For each applicable utility you must select one of the two reported figures that most closely corresponds to your project.

### Using the Published Ranges

Having chosen appropriate tables, and selected from those tables the median income and expense data that applies to your property, you begin to compare specific figures. You quickly discover that your property does not match exactly many of the published median expenses reported. You note that your insurance figure is one or two cents above the median for your city.

There are many reasons, discussed previously, which explain why your property's expenses might differ from a city-wide median. However, for any particular line-item, you can now benefit from the published ranges which appear on most pages. You return to the table and examine the *Low* and *High* columns which appear to the right of the median column.

In the following section, the layout and interpretation of each page of data will be described in greater detail.

# INTERPRETATION OF A PAGE OF DATA

A variety of charts and graphs are contained in this edition of the *Analysis*. However, the vast majority share a basic format which will be described and explained in the following paragraphs.

## The Chart of Accounts

The various line-items are listed in a column on the left side of each data page. A number of abbreviations were adopted because of space limitations. A few of these are clarified below. For complete definitions of the terms used and the various income and expense categories, the reader should refer to the Appendix.

### Abbreviations

For each of the following abbreviations, the term or expression abbreviated follows in italics.

GROSS POSSIBLE RENTS: *Gross Possible Rent Income*
GROSS POSSIBLE INCOME: *Gross Possible Total Income*
TOTAL COLLECTIONS: *Total Actual Collections*
OTHER ADMINISTRATIVE: *Other Administrative Costs*
SUBTOTAL ADMINIST.: *Subtotal—Administrative Costs*
C A ONLY: *Common Areas Only*
C A & APTS: *Common Areas and Apartment Units*
OTHER OPERATING: *Other Operating Expenses*
PAINTING/DECORATING:
*Painting and Decorating—Interior Only*
OTHER TAX/FEE/PERMIT:
*Other Taxes, Fees, and Permits*

### Treatment of Payroll Costs

It is important to clarify how and where payroll expenses appear on these pages. According to the instructions on the data collection form, contributors were requested to include any related payroll expenses with the following expense categories: *Other Administrative Costs, Security, Grounds Maintenance, Painting and Decorating—Interior Only*, and *Recreational Amenities*.

All remaining expenses including the amount paid janitors, maids, elevator operators, telephone switchboard operators, and interior maintenance personnel, were to be reported in the last expense category *—Other Payroll*.

The *Payroll Recap* line was not included in the calculation of *Total All Expenses*. It is a recapitulation of all the various payroll expenses reported in any of the categories identified above.

### Treatment of Utility Costs

In this publication, two lines appear for each utility. The first line, *C A Only*, represents the median cost of that utility in the common areas of that building, and not for its use, if any, in the residential units. The second line, *C A & Apts*, provides the median cost of the utility in the common areas and in the individual apartments. This second line includes any buildings where the utility is used only in the apartments but is still paid for by the management.

It is also important to note that the *Electricity* and *Gas* expense categories are not to include any heating expense, according to the instructions.

## The Individual Report Sample

At the top of each report, the following characteristics of the sample used to compute the results are listed:

- The number of buildings (*Bldgs.* or *Buildings*).
- The total number of apartments (*Apts.* or *Apartments*).
- The total rentable square feet reported (*Sq. Ft.* or *Rentable Square Feet*).
- The total number of rooms reported (*Rooms*), only for those reports calculating dollars per room.

It is not possible to obtain the rentable floor area in square feet for every building in the sample. Therefore, the calculations expressed in dollars per square foot were based only upon those buildings reporting rentable floor area, and not the total number of buildings in the sample described at the top of the page.

## The Line-Item Sample

Not every building reported a positive dollar figure for each income and expense category. The figures in the *Buildings* column (abbreviated *Bldgs.*) identify the number of buildings in that sample reporting a positive dollar figure for each line-item. This is especially important in the utility area, where the reader should pay particular attention to the number of buildings used to calculate each line. If the line-item sample is very samll (less than fivebuildings), care should be taken in interpreting the results.

## The Calculations

On the standard data page, the median income and expense figures reported are expressed in the following ways:

- As a percentage of Gross Possible Total Income (*% of GPTI*).

# INTERPRETATION OF A PAGE OF DATA

- In Dollars per square foot of rentable area per year (*$/Sq. Ft.*).
- In Dollars per room per year (*$/Room*), on selected reports.

### The Median

The median of a set of measurements is defined as the middle measurement, identified after the measurements have been arranged in order of magnitude. As an example, if there are 13 buildings reporting the following values for Total All Expenses in dollars per square foot—

```
0.72 0.76 0.88 0.89 0.94 0.97 0.99 1.05 1.07 1.10 1.13 1.24 1.26
                              MED
```

—the middle value of 0.99 is the median. If there is an even number of values reported, the higher of the two values has been chosen as the median. For purposes of comparison, the calculated average for this distribution is 1.00, very near the chosen median.

### The Range

In addition to the median, for samples of 11 or more buildings the "interquartile range" is reported in terms of a *Low* and a *High* value. After the set of measurements has been arranged in order of magnitude, the *Low* and *High* values are chosen so that the bottom 25 percent of the sample falls below the *Low* and the top 25 percent of the sample lies above the *High*. Using the same example, for the following values—

```
0.72 0.76 0.88 0.89 0.94 0.97 0.99 1.05 1.07 1.10 1.13 1.24 1.26
               LOW                          HIGH
```

—the *Low* value is 0.89 and the *High* value is 1.10.

In interpreting the data as it appears in this publication for a particular line-item, such as *Insurance*, the value that best describes the sample is the median (*Med*) with the central 50 percent of the values falling between the *Low* and the *High*.

## Layout of a Page of Data

The sample characteristics which appear at the top of each report have already been described. The Chart of Accounts printed on the left side of the page is divided into Income and Expenses.

The individual expense categories are grouped by type and subtotaled. Because the results are reported as medians and ranges, the subtotals will not add up exactly to the figure for *Total All Expenses*, nor will the figures in a given subtotal section add up exactly to the subtotal.

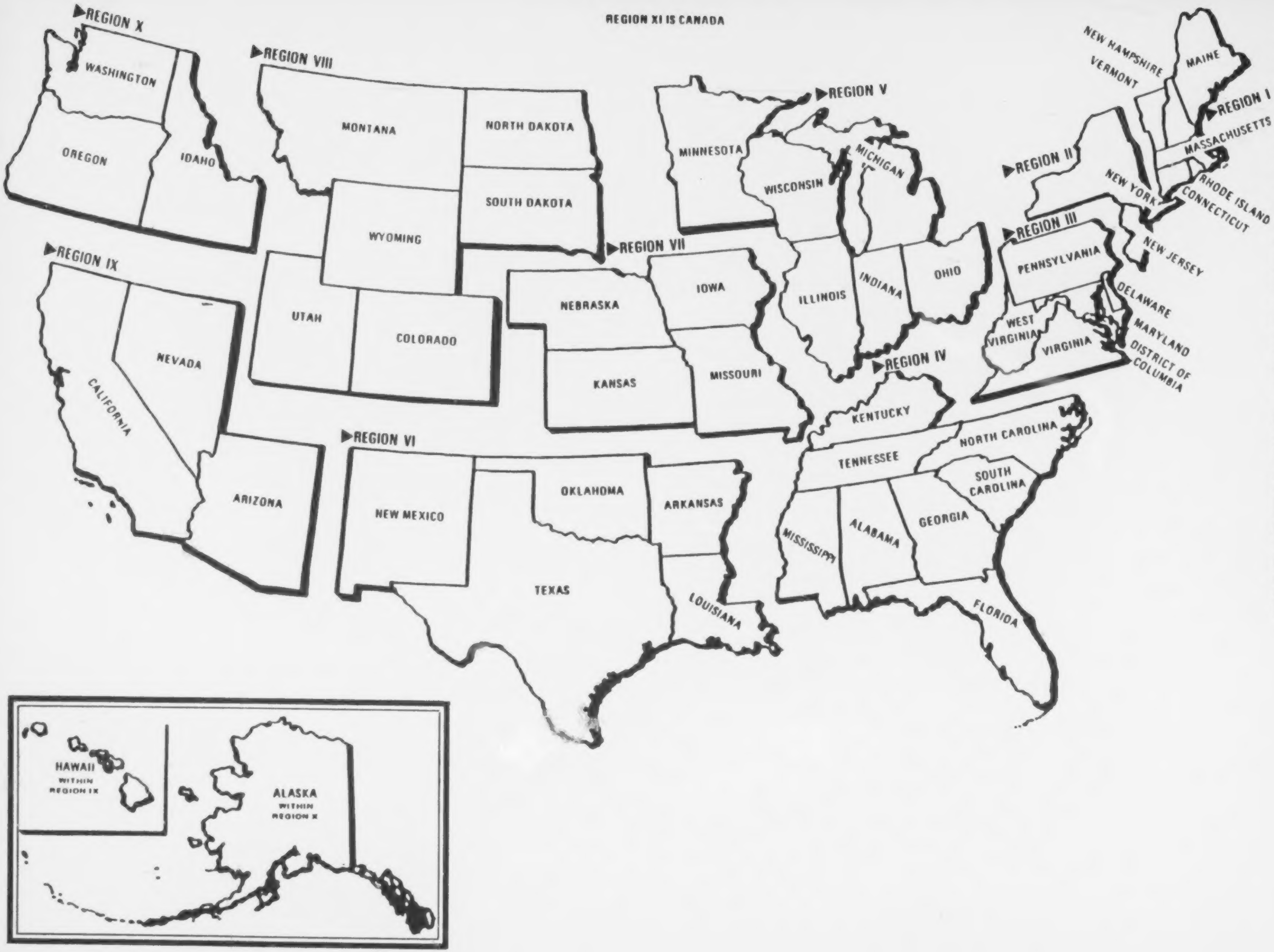
The figure in parentheses in the first column of any report describes the size of the line-item sample. The next figure to the right is the median value of the line-item sample. The next figure to the right is the median value of the line-item as a percentage of Gross Possible Total Income.

For samples of 11 or more buildings, the next two columns report the lower and upper quartiles (the *Low* and *High* limits of the interquartile range), expressed as percentages of GPTI. The median value of the line-item in dollars per square foot of rentable area follows, accompanied by the two corresponding range limits for the larger samples.

## Other Remarks

- The operating expenses in the publication do not reflect such items as ground rent, mortgage interest, amortization, depreciation, income taxes, or capital expenditures for alterations of occupied or public areas.
- The blanks that appear in reported data represent insufficient data for that line-item, and not a zero calculation.

# INCOME/EXPENSE ANALYSIS REGIONS


REGION XI IS CANADA
REGION X
WASHINGTON
OREGON
IDAHO
REGION VIII
MONTANA
NORTH DAKOTA
SOUTH DAKOTA
WYOMING
UTAH
COLORADO
REGION IX
CALIFORNIA
NEVADA
ARIZONA
REGION VII
NEBRASKA
IOWA
KANSAS
MISSOURI
REGION VI
NEW MEXICO
TEXAS
OKLAHOMA
ARKANSAS
LOUISIANA
REGION V
MINNESOTA
WISCONSIN
MICHIGAN
ILLINOIS
INDIANA
OHIO
REGION IV
KENTUCKY
TENNESSEE
NORTH CAROLINA
SOUTH CAROLINA
MISSISSIPPI
ALABAMA
GEORGIA
FLORIDA
REGION III
PENNSYLVANIA
WEST VIRGINIA
VIRGINIA
DELAWARE
MARYLAND
DISTRICT OF COLUMBIA
REGION II
NEW YORK
NEW JERSEY
REGION I
NEW HAMPSHIRE
VERMONT
MAINE
MASSACHUSETTS
RHODE ISLAND
CONNECTICUT
HAWAII WITHIN REGION IX
ALASKA WITHIN REGION X

# METROPOLITAN AREA REPORTS

| | ALBUQUERQUE, NM | | | ALBUQUERQUE, NM | | | ALBUQUERQUE, NM | | | ATLANTA, GA | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | LOW RISE BUILDINGS SECTION 221(D)3 | | | LOW RISE BUILDINGS SECT. 8 - FAMILY | | | LOW RISE BUILDINGS ALL FAMILY/NONELDERLY | | | GARDEN BUILDINGS SECTION 221(D)3 | | |
| | 3 BLGS. 334 APTS. 242,883 SQ.FT. | | | 3 BLGS. 502 APTS. 358,402 SQ.FT. | | | 7 BLGS. 974 APTS. 716,737 SQ.FT. | | | 4 BLGS. 421 APTS. 280,684 SQ.FT. | | |
| | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED |
| INCOME | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 3) | 98.0% | 5.76 | ( 3) | 98.7% | 4.83 | ( 7) | 98.2% | 4.99 | ( 4) | 96.3% | 4.81 |
| RENTS-GARAGE/PARKING | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| RENTS-STORES/OFFICES | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| GROSS POSSIBLE RENTS | ( 3) | 98.0% | 5.76 | ( 3) | 98.7% | 4.83 | ( 7) | 98.2% | 4.99 | ( 4) | 96.3% | 4.81 |
| VACANCIES/RENT LOSS | ( 3) | .3 | .02 | ( 3) | 2.0 | .10 | ( 7) | 1.2 | .07 | ( 4) | 1.8 | .08 |
| TOTAL RENTS COLLECTED | ( 3) | 97.6 | 5.69 | ( 3) | 96.8 | 4.61 | ( 7) | 96.8 | 4.89 | ( 4) | 95.0 | 4.71 |
| OTHER INCOME | ( 3) | 2.0 | .11 | ( 3) | 1.3 | .06 | ( 7) | 1.8 | .08 | ( 4) | 4.6 | .20 |
| GROSS POSSIBLE INCOME | ( 3) | 100.0% | 5.77 | ( 3) | 100.0% | 4.88 | ( 7) | 100.0% | 5.06 | ( 4) | 100.0% | 4.93 |
| TOTAL COLLECTIONS | ( 3) | 99.7 | 5.70 | ( 3) | 98.0 | 4.66 | ( 7) | 98.8 | 4.96 | ( 4) | 98.6 | 4.83 |
| EXPENSES | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 3) | 6.1 | .37 | ( 3) | 6.8 | .32 | ( 7) | 6.1 | .33 | ( 4) | 8.5 | .37 |
| OTHER ADMINISTRTVE.** | ( 3) | 3.7 | .21 | ( 3) | 3.8 | .19 | ( 7) | [illegible].7 | .19 | ( 4) | 10.8 | .53 |
| SUBTOTAL ADMINIST. | ( 3) | 10.2% | .59 | ( 3) | 10.6% | .53 | ( 7) | 10.2% | .53 | ( 4) | 19.1% | .0[illegible] |
| SUPPLIES | ( 3) | .4 | .02 | ( 3) | .6 | .03 | ( 7) | .5 | .03 | ( 4) | .3 | .01 |
| HEATING FUEL-CA ONLY* | ( ) | | | ( ) | | | ( ) | | | ( 2) | .4 | .01 |
| CA & APTS.* | ( 3) | 3.7 | .22 | ( 3) | 4.4 | .21 | ( 7) | 3.9 | .21 | ( 2) | 11.2 | .82 |
| ELECTRICITY--CA ONLY* | ( ) | | | ( ) | | | ( ) | | | ( 3) | 1.1 | .05 |
| CA & APTS.* | ( 3) | 6.9 | .42 | ( 3) | 10.6 | .54 | ( 7) | 10.5 | .54 | ( 1) | 13.6 | .99 |
| WATER/SEWER--CA ONLY* | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| CA & APTS.* | ( 3) | 8.5 | .45 | ( 3) | 5.0 | .23 | ( 7) | 5.0 | .24 | ( 4) | 12.7 | .81 |
| GAS----------CA ONLY* | ( ) | | | ( ) | | | ( ) | | | ( 3) | .1 | .00 |
| CA & APTS.* | ( 3) | 3.8 | .21 | ( 3) | 3.8 | .19 | ( 7) | 3.8 | .20 | ( 1) | .1 | .01 |
| BUILDING SERVICES | ( 3) | 1.7 | .11 | ( 3) | 2.3 | .11 | ( 7) | 2.2 | .11 | ( ) | | |
| OTHER OPERATING | ( ) | | | ( ) | | | ( ) | | | ( 4) | 1.6 | .05 |
| SUBTOTAL OPERATING | ( 3) | 25.3% | 1.46 | ( 3) | 28.4% | 1.40 | ( 7) | 28.4% | 1.40 | ( 4) | 28.8% | 1.42 |
| SECURITY** | ( 3) | 3.5 | .20 | ( 2) | 3.9 | .20 | ( 6) | 3.9 | .20 | ( ) | | |
| GROUNDS MAINTENANCE** | ( 3) | 2.3 | .13 | ( 3) | 3.0 | .15 | ( 7) | 2.5 | .13 | ( 4) | 3.2 | .14 |
| MAINTENANCE-REPAIRS | ( 3) | 6.1 | .35 | ( 3) | 7.0 | .35 | ( 7) | 6.1 | .35 | ( 4) | 11.9 | .44 |
| PAINTING/DECORATING** | ( 3) | 1.4 | .08 | ( 3) | 1.2 | .05 | ( 7) | 1.4 | .08 | ( 4) | 2.3 | .10 |
| SUBTOTAL MAINTENANCE | ( 3) | 15.1% | .84 | ( 3) | 14.6% | .67 | ( 7) | 14.8% | .72 | ( 4) | 16.4% | .66 |
| REAL ESTATE TAXES | ( 3) | 2.2 | .12 | ( 3) | 6.4 | .32 | ( 7) | 5.3 | .30 | ( 4) | 9.3 | .44 |
| OTHER TAX/FEE/PERMIT | ( 3) | .3 | .02 | ( 3) | .4 | .02 | ( 7) | .3 | .02 | ( 4) | 2.9 | .14 |
| INSURANCE | ( 3) | 5.2 | .31 | ( 3) | 5.3 | .27 | ( 7) | 5.3 | .27 | ( 4) | 3.9 | .17 |
| SUBTOTAL TAX-INSURNCE | ( 3) | 7.4% | .43 | ( 3) | 11.8% | .58 | ( 7) | 11.1% | .58 | ( 4) | 15.7% | .77 |
| RECREATNL/AMENITIES** | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| OTHER PAYROLL** | ( 3) | 11.0 | .62 | ( 3) | 12.4 | .63 | ( 7) | 12.4 | .62 | ( 4) | 7.8 | .42 |
| TOTAL ALL EXPENSES | ( 3) | 69.9% | 4.04 | ( 3) | 78.1% | 3.60 | ( 7) | 78.1% | 3.63 | ( 4) | 84.0% | 4.14 |
| NET OPERATING INCOME | ( 3) | 28.9% | 1.67 | ( 3) | 21.2% | 1.00 | ( 7) | 21.4% | 1.08 | ( 4) | 15.3% | .83 |
| PAYROLL RECAP** | ( 3) | 10.9 | .62 | ( 3) | 12.4 | .63 | ( 7) | 12.4 | .62 | ( ) | | |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

|  | ATLANTA, GA<br>GARDEN BUILDINGS<br>SECTION 236 |  |  | ATLANTA, GA<br>GARDEN BUILDINGS<br>SECT. 8 - FAMILY |  |  | ATLANTA, GA<br>GARDEN BUILDINGS<br>ALL FAMILY/NONELDERLY |  |  |  |  |  |  |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
|  | 9 BLGS. 894 APTS.<br>719,619 SQ.FT. |  |  | 5 BLGS. 648 APTS.<br>504,437 SQ.FT. |  |  | 18 BUILDINGS 1,963 APARTMENTS<br>1,504,740 RENTABLE SQUARE FEET |  |  |  |  |  |  |
|  | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | -----% OF GPTI------ |  |  | ----$/SQ.FT.---- |  |  |
|  |  |  |  |  |  |  |  | MED | LOW | HIGH | MED | LOW | HIGH |
| INCOME |  |  |  |  |  |  |  |  |  |  |  |  |  |
| RENTS-APARTMENTS | ( 9) | 97.1% | 3.73 | ( 5) | 97.6% | 6.92 | ( 18) | 97.1% | 96.2% | 97.6% | 4.93 | 3.66 | 6.92 |
| RENTS-GARAGE/PARKING | ( ) |  |  | ( ) |  |  | ( ) |  |  |  |  |  |  |
| RENTS-STORES/OFFICES | ( ) |  |  | ( ) |  |  | ( ) |  |  |  |  |  |  |
| GROSS POSSIBLE RENTS | ( 9) | 97.1% | 3.73 | ( 5) | 97.6% | 6.92 | ( 18) | 97.1% | 96.2% | 97.6% | 4.93 | 3.66 | 6.92 |
| VACANCIES/RENT LOSS | ( 9) | 1.7 | .06 | ( 5) | 1.9 | .14 | ( 18) | 1.8 | 1.0 | 2.0 | .08 | .05 | .12 |
| TOTAL RENTS COLLECTED | ( 9) | 95.2 | 3.68 | ( 5) | 95.3 | 5.95 | ( 18) | 95.2 | 93.6 | 95.6 | 4.91 | 3.62 | 5.95 |
| OTHER INCOME | ( 9) | 2.9 | .13 | ( 5) | 2.4 | .18 | ( 18) | 3.0 | 2.4 | 3.8 | .13 | .12 | .20 |
| GROSS POSSIBLE INCOME | ( 9) | 100.0% | 3.86 | ( 5) | 100.0% | 7.13 | ( 18) | 100.0% | 100.0% | 100.0% | 5.05 | 3.80 | 7.13 |
| TOTAL COLLECTIONS | ( 9) | 98.3 | 3.81 | ( 5) | 98.1 | 6.16 | ( 18) | 98.3 | 98.0 | 99.0 | 5.03 | 3.76 | 6.16 |
| EXPENSES |  |  |  |  |  |  |  |  |  |  |  |  |  |
| MANAGEMENT FEE | ( 9) | 7.5 | .29 | ( 5) | 4.5 | .30 | ( 18) | 7.2 | 5.4 | 8.4 | .31 | .28 | .37 |
| OTHER ADMINISTRTVE.** | ( 9) | 10.6 | .45 | ( 5) | 9.4 | .55 | ( 18) | 10.6 | 9.4 | 12.2 | .51 | .44 | .59 |
| SUBTOTAL ADMINIST. | ( 9) | 18.4% | .76 | ( 5) | 14.1% | .84 | ( 18) | 17.9% | 15.7% | 19.1% | .83 | .74 | 1.08 |
| SUPPLIES | ( 9) | .1 | .01 | ( 5) | .2 | .01 | ( 18) | .2 | .1 | .4 | .01 | .01 | .01 |
| HEATING FUEL-CA ONLY* | ( 5) | .6 | .02 | ( 3) | .4 | .03 | ( 10) | .4 |  |  | .02 |  |  |
| CA & APTS.* | ( 4) | 6.5 | .35 | ( 1) | .7 | .05 | ( 7) | 6.5 |  |  | .35 |  |  |
| ELECTRICITY--CA ONLY* | ( 8) | 1.2 | .05 | ( 4) | 1.3 | .07 | ( 15) | 1.2 | 1.1 | 1.3 | .05 | .04 | .07 |
| CA & APTS.* | ( 1) | 11.9 | .87 | ( 1) | 1.1 | .08 | ( 3) | 11.9 |  |  | .87 |  |  |
| WATER/SEWER--CA ONLY* | ( ) |  |  | ( ) |  |  | ( ) |  |  |  |  |  |  |
| CA & APTS.* | ( 9) | 7.0 | .35 | ( 5) | 3.8 | .27 | ( 18) | 7.2 | 4.0 | 10.1 | .35 | .19 | .52 |
| GAS----------CA ONLY* | ( 4) | .1 | .00 | ( 5) | .2 | .01 | ( 12) | .1 | .1 | .2 | .00 | .00 | .01 |
| CA & APTS.* | ( 4) | .2 | .01 | ( ) |  |  | ( 5) | .1 |  |  | .01 |  |  |
| BUILDING SERVICES | ( 1) | 1.0 | .05 | ( 1) | 1.9 | .11 | ( 2) | 1.9 |  |  | .11 |  |  |
| OTHER OPERATING | ( 6) | 1.2 | .07 | ( 5) | .6 | .05 | ( 15) | 1.0 | .7 | 1.2 | .05 | .04 | .07 |
| SUBTOTAL OPERATING | ( 9) | 15.1% | .64 | ( 5) | 7.2% | .53 | ( 18) | 12.7% | 7.2% | 16.2% | .58 | .38 | .73 |
| SECURITY** | ( 3) | .1 | .00 | ( 4) | .3 | .02 | ( 7) | .3 |  |  | .02 |  |  |
| GROUNDS MAINTENANCE** | ( 9) | 3.4 | .13 | ( 5) | 2.8 | .16 | ( 18) | 2.9 | 2.5 | 4.0 | .14 | .12 | .18 |
| MAINTENANCE-REPAIRS | ( 9) | 8.1 | .28 | ( 5) | 5.5 | .30 | ( 18) | 8.1 | 5.5 | 9.3 | .30 | .25 | .47 |
| PAINTING/DECORATING** | ( 9) | 2.2 | .11 | ( 5) | 3.7 | .27 | ( 18) | 2.6 | 2.0 | 3.2 | .12 | .08 | .15 |
| SUBTOTAL MAINTENANCE | ( 9) | 14.2% | .54 | ( 5) | 10.8% | .69 | ( 18) | 14.1% | 10.8% | 16.4% | .66 | .53 | .79 |
| REAL ESTATE TAXES | ( 9) | 7.2 | .31 | ( 5) | 5.6 | .31 | ( 18) | 7.6 | 5.6 | 8.9 | .40 | .26 | .44 |
| OTHER TAX/FEE/PERMIT | ( 9) | 1.2 | .04 | ( 5) | 1.6 | .11 | ( 18) | 1.7 | 1.0 | 2.4 | .10 | .04 | .12 |
| INSURANCE | ( 9) | 2.7 | .15 | ( 5) | 3.6 | .22 | ( 18) | 3.6 | 2.6 | 4.2 | .16 | .14 | .19 |
| SUBTOTAL TAX-INSURNCE | ( 9) | 12.7% | .60 | ( 5) | 9.7% | .66 | ( 18) | 12.1% | 9.7% | 15.7% | .66 | .53 | .71 |
| RECREATNL/AMENITIES** | ( 1) | .0 | .00 | ( ) |  |  | ( 1) | .0 |  |  | .00 |  |  |
| OTHER PAYROLL** | ( 9) | 7.8 | .28 | ( 5) | 3.0 | .22 | ( 18) | 7.5 | 3.8 | 8.4 | .28 | .22 | .39 |
| TOTAL ALL EXPENSES | ( 9) | 68.3% | 2.55 | ( 5) | 46.8% | 3.17 | ( 18) | 66.2% | 59.7% | 83.3% | 3.17 | 2.53 | 3.48 |
| NET OPERATING INCOME | ( 9) | 29.3% | 1.11 | ( 5) | 52.5% | 2.89 | ( 18) | 32.6% | 15.3% | 38.4% | 1.26 | .83 | 2.02 |
| PAYROLL RECAP** | ( 2) | 15.7 | .60 | ( 1) | 12.5 | .69 | ( 3) | 15.4 |  |  | .60 |  |  |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

**SELECTED METROPOLITAN AREAS**
**U.S.A.**

**MEDIAN INCOME AND OPERATING COSTS**

**BY BUILDING TYPE AND**
**SUBSIDY TYPE**

| | AUGUSTA, GA | | | BIRMINGHAM, AL | | | BALTIMORE, MD | | | BALTIMORE, MD | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | GARDEN BUILDINGS SECT. 8 - FAMILY | | | LOW RISE BUILDINGS SECT. 8 - FAMILY | | | ELEVATOR BUILDINGS SECTION 202 | | | ELEVATOR BUILDINGS SECT. 8 - ELDERLY/HAND. | | |
| | 3 BLGS. 254 APTS. 135,011 SQ.FT. | | | 3 BLGS. 55 APTS. 42,450 SQ.FT. | | | 4 BLGS. 725 APTS. 383,250 SQ.FT. | | | 3 BLGS. 438 APTS. 264,000 SQ.FT. | | |
| | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED |
| INCOME | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 3) | 98.4% | 7.59 | ( 3) | 100.0% | 3.92 | ( 4) | 99.5% | 10.91 | ( 3) | 99.1% | 10.49 |
| RENTS-GARAGE/PARKING | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| RENTS-STORES/OFFICES | ( ) | | | ( ) | | | ( 1) | 2.4 | .11 | ( ) | | |
| GROSS POSSIBLE RENTS | ( 3) | 98.4% | 7.59 | ( 3) | 100.0% | 3.92 | ( 4) | 99.5% | 10.91 | ( 3) | 99.1% | 10.49 |
| VACANCIES/RENT LOSS | ( 3) | 1.3 | .08 | ( 3) | 1.0 | .04 | ( 4) | 6.3 | .30 | ( 3) | 1.1 | .13 |
| TOTAL RENTS COLLECTED | ( 3) | 97.1 | 7.55 | ( 3) | 98.9 | 3.88 | ( 4) | 96.9 | 10.87 | ( 3) | 97.5 | 10.32 |
| OTHER INCOME | ( 3) | 1.6 | .23 | ( 2) | .1 | .00 | ( 4) | 1.7 | .17 | ( 3) | .9 | .09 |
| GROSS POSSIBLE INCOME | ( 3) | 100.0% | 7.82 | ( 3) | 100.0% | 3.92 | ( 4) | 100.0% | 10.96 | ( 3) | 100.0% | 10.58 |
| TOTAL COLLECTIONS | ( 3) | 98.7 | 7.77 | ( 3) | 99.0 | 3.88 | ( 4) | 98.6 | 10.92 | ( 3) | 98.9 | 10.42 |
| EXPENSES | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 3) | 5.4 | .37 | ( 3) | 5.0 | .20 | ( 4) | 3.6 | .33 | ( 3) | 3.0 | .35 |
| OTHER ADMINISTRTVE.** | ( 3) | 5.1 | .62 | ( 3) | .7 | .03 | ( 4) | 6.3 | .46 | ( 3) | 3.9 | .42 |
| SUBTOTAL ADMINIST. | ( 3) | 11.0% | .99 | ( 3) | 6.0% | .23 | ( 4) | 9.8% | .81 | ( 3) | 6.9% | .73 |
| SUPPLIES | ( 3) | .2 | .02 | ( 1) | .2 | .01 | ( 4) | .6 | .05 | ( 3) | .6 | .06 |
| HEATING FUEL-CA ONLY* | ( 3) | .2 | .04 | ( ) | | | ( 2) | 1.3 | .14 | ( 1) | 1.4 | .15 |
| CA & APTS.* | ( ) | | | ( ) | | | ( 2) | 6.5 | .42 | ( 1) | 4.7 | .55 |
| ELECTRICITY--CA ONLY* | ( 3) | .9 | .07 | ( 3) | 1.7 | .06 | ( 2) | 3.4 | .41 | ( 2) | 5.5 | .58 |
| CA & APTS.* | ( ) | | | ( ) | | | ( 2) | 15.3 | .97 | ( 1) | 7.6 | .89 |
| WATER/SEWER--CA ONLY* | ( ) | | | ( 1) | .5 | .02 | ( ) | | | ( ) | | |
| CA & APTS.* | ( 3) | 1.1 | .19 | ( 1) | 5.9 | .24 | ( 4) | 1.3 | .10 | ( 3) | .8 | .08 |
| GAS----------CA ONLY* | ( 3) | .2 | .02 | ( ) | | | ( ) | | | ( ) | | |
| CA & APTS.* | ( ) | | | ( ) | | | ( 2) | 2.4 | .12 | ( 1) | .9 | .10 |
| BUILDING SERVICES | ( 2) | 1.6 | .10 | ( 3) | 2.5 | .10 | ( 4) | 2.0 | .10 | ( 3) | .7 | .07 |
| OTHER OPERATING | ( 2) | 1.3 | .10 | ( ) | | | ( 4) | 1.5 | .10 | ( 3) | 1.0 | .10 |
| SUBTOTAL OPERATING | ( 3) | 5.0% | .37 | ( 3) | 5.2% | .18 | ( 4) | 26.6% | 1.25 | ( 3) | 13.4% | 1.40 |
| SECURITY** | ( ) | | | ( ) | | | ( 4) | 6.7 | .37 | ( 2) | 4.1 | .48 |
| GROUNDS MAINTENANCE** | ( 3) | 1.7 | .32 | ( 3) | 1.4 | .05 | ( 4) | 1.9 | .09 | ( 3) | .3 | .04 |
| MAINTENANCE-REPAIRS | ( 3) | 5.3 | .68 | ( 3) | 18.0 | .72 | ( 4) | 6.4 | .34 | ( 3) | 3.7 | .42 |
| PAINTING/DECORATING** | ( 3) | 1.0 | .06 | ( 3) | 2.4 | .09 | ( 4) | 1.1 | .07 | ( 3) | 1.0 | .12 |
| SUBTOTAL MAINTENANCE | ( 3) | 7.1% | 1.01 | ( 3) | 22.1% | .88 | ( 4) | 14.7% | .93 | ( 3) | 8.0% | .83 |
| REAL ESTATE TAXES | ( 3) | 2.7 | .32 | ( 3) | 6.8 | .27 | ( 4) | 9.1 | 1.09 | ( 3) | 10.3 | 1.17 |
| OTHER TAX/FEE/PERMIT | ( 2) | 2.4 | .18 | ( ) | | | ( ) | | | ( 3) | .3 | .03 |
| INSURANCE | ( 3) | 2.0 | .16 | ( 3) | 2.2 | .08 | ( 4) | 2.9 | .27 | ( 3) | 3.5 | .37 |
| SUBTOTAL TAX-INSURNCE | ( 3) | 5.3% | .65 | ( 3) | 8.5% | .34 | ( 4) | 12.6% | 1.52 | ( 3) | 14.2% | 1.50 |
| RECREATNL/AMENITIES** | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| OTHER PAYROLL** | ( 3) | 3.9 | .26 | ( ) | | | ( 4) | 6.2 | .50 | ( 3) | 5.6 | .60 |
| TOTAL ALL EXPENSES | ( 3) | 34.4% | 3.16 | ( 3) | 43.1% | 1.69 | ( 4) | 69.8% | 4.70 | ( 3) | 43.5% | 5.11 |
| NET OPERATING INCOME | ( 3) | 64.3% | 4.61 | ( 3) | 51.6% | 2.05 | ( 4) | 53.0% | 5.80 | ( 3) | 55.4% | 6.18 |
| PAYROLL RECAP** | ( 2) | 12.6 | .42 | ( ) | | | ( 4) | 15.7 | .94 | ( 3) | 9.1 | .96 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

**SELECTED METROPOLITAN AREAS**
**U.S.A.**

## MEDIAN INCOME AND OPERATING COSTS

**BY BUILDING TYPE AND SUBSIDY TYPE**

|  | BALTIMORE, MD<br>ELEVATOR BUILDINGS<br>SECTION 236 |  |  | BALTIMORE, MD<br>ELEVATOR BUILDINGS<br>ALL ELDERLY/HANDICAPPE |  |  | BALTIMORE, MD<br>LOW RISE BUILDINGS<br>SECT. 8 - FAMILY |  |  | BALTIMORE, MD<br>GARDEN BUILDINGS<br>SECTION 236 |  |  |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
|  | 3 BLGS. 519 APTS.<br>311,451 SQ.FT. |  |  | 7 BLGS. 1,163 APTS.<br>647,250 SQ.FT. |  |  | 5 BLGS. 332 APTS.<br>254,260 SQ.FT. |  |  | 9 BLGS. 1,029 APTS.<br>817,992 SQ.FT. |  |  |
|  | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED |
| INCOME |  |  |  |  |  |  |  |  |  |  |  |  |
| RENTS-APARTMENTS | ( 3) | 98.8% | 5.19 | ( 7) | 99.1% | 10.49 | ( 5) | 99.0% | 9.18 | ( 9) | 98.0% | 4.52 |
| RENTS-GARAGE/PARKING | ( ) |  |  | ( ) |  |  | ( ) |  |  | ( ) |  |  |
| RENTS-STORES/OFFICES | ( 1) | .5 | .04 | ( 1) | 2.4 | .11 | ( ) |  |  | ( ) |  |  |
| GROSS POSSIBLE RENTS | ( 3) | 98.8% | 5.19 | ( 7) | 99.1% | 10.49 | ( 5) | 99.0% | 9.18 | ( 9) | 98.0% | 4.52 |
| VACANCIES/RENT LOSS | ( 3) | .7 | .06 | ( 7) | 1.4 | .16 | ( 5) | .6 | .05 | ( 9) | 3.0 | .15 |
| TOTAL RENTS COLLECTED | ( 3) | 98.5 | 4.97 | ( 7) | 96.9 | 10.32 | ( 5) | 98.4 | 9.12 | ( 9) | 94.8 | 4.40 |
| OTHER INCOME | ( 3) | 1.2 | .06 | ( 7) | .9 | .09 | ( 5) | 1.0 | .07 | ( 9) | 2.0 | .10 |
| GROSS POSSIBLE INCOME | ( 3) | 100.0% | 5.26 | ( 7) | 100.0% | 10.58 | ( 5) | 100.0% | 9.27 | ( 9) | 100.0% | 4.62 |
| TOTAL COLLECTIONS | ( 3) | 99.3 | 5.04 | ( 7) | 98.6 | 10.42 | ( 5) | 99.4 | 9.21 | ( 9) | 97.0 | 4.50 |
| EXPENSES |  |  |  |  |  |  |  |  |  |  |  |  |
| MANAGEMENT FEE | ( 3) | 4.8 | .25 | ( 7) | 3.5 | .33 | ( 5) | 4.0 | .41 | ( 9) | 6.7 | .31 |
| OTHER ADMINISTRTVE.** | ( 3) | 7.7 | .35 | ( 7) | 4.4 | .42 | ( 5) | 4.2 | .38 | ( 9) | 14.0 | .67 |
| SUBTOTAL ADMINIST. | ( 3) | 12.4% | .59 | ( 7) | 8.3% | .73 | ( 5) | 7.6% | .75 | ( 9) | 20.4% | .98 |
| SUPPLIES | ( 3) | .7 | .04 | ( 7) | .6 | .05 | ( 5) | .2 | .01 | ( 9) | .8 | .04 |
| HEATING FUEL-CA ONLY* | ( ) |  |  | ( 3) | 1.3 | .14 | ( 1) | .2 | .02 | ( 3) | 2.3 | .10 |
| CA & APTS.* | ( 2) | 7.1 | .37 | ( 3) | 5.7 | .42 | ( 1) | 12.5 | .76 | ( 1) | 6.0 | .34 |
| ELECTRICITY--CA ONLY* | ( ) |  |  | ( 4) | 4.1 | .44 | ( 5) | 1.1 | .07 | ( 5) | 2.1 | .10 |
| CA & APTS.* | ( 3) | 16.6 | .87 | ( 3) | 13.2 | .89 | ( ) |  |  | ( 1) | 16.8 | .96 |
| WATER/SEWER--CA ONLY* | ( ) |  |  | ( ) |  |  | ( ) |  |  | ( ) |  |  |
| CA & APTS.* | ( 3) | 1.9 | .10 | ( 7) | .9 | .09 | ( 5) | 1.7 | .16 | ( 9) | 2.8 | .13 |
| GAS-----------CA ONLY* | ( ) |  |  | ( ) |  |  | ( 3) | .3 | .03 | ( ) |  |  |
| CA & APTS.* | ( 2) | 3.6 | .19 | ( 3) | 1.0 | .11 | ( 1) | 1.1 | .07 | ( 1) | 6.4 | .37 |
| BUILDING SERVICES | ( 3) | 1.0 | .05 | ( 7) | .9 | .09 | ( 5) | 1.7 | .16 | ( 9) | 2.3 | .11 |
| OTHER OPERATING | ( 3) | 1.1 | .06 | ( 7) | 1.4 | .10 | ( 5) | 1.0 | .07 | ( 4) | .0 | .00 |
| SUBTOTAL OPERATING | ( 3) | 26.3% | 1.67 | ( 7) | 13.4% | 1.25 | ( 5) | 6.6% | .58 | ( 9) | 8.4% | .39 |
| SECURITY** | ( 3) | 4.7 | .29 | ( 6) | 5.3 | .37 | ( ) |  |  | ( 8) | .2 | .01 |
| GROUNDS MAINTENANCE** | ( 3) | .5 | .04 | ( 7) | .9 | .09 | ( 5) | .5 | .03 | ( 9) | 8.5 | .42 |
| MAINTENANCE-REPAIRS | ( 3) | 5.8 | .46 | ( 7) | 3.7 | .39 | ( 5) | 5.0 | .27 | ( 9) | 8.5 | .38 |
| PAINTING/DECORATING** | ( 3) | .8 | .05 | ( 7) | 1.0 | .07 | ( 5) | .7 | .05 | ( 9) | 3.9 | .18 |
| SUBTOTAL MAINTENANCE | ( 3) | 11.7% | .89 | ( 7) | 9.0% | .83 | ( 5) | 6.9% | .38 | ( 9) | 20.2% | .97 |
| REAL ESTATE TAXES | ( 3) | 7.8 | .41 | ( 7) | 10.0 | 1.09 | ( 5) | 5.6 | .51 | ( 9) | 9.9 | .49 |
| OTHER TAX/FEE/PERMIT | ( 1) | .5 | .04 | ( 3) | .3 | .03 | ( 4) | .3 | .03 | ( 9) | .5 | .03 |
| INSURANCE | ( 3) | 2.8 | .13 | ( 7) | 2.9 | .27 | ( 5) | 5.1 | .45 | ( 9) | 3.2 | .15 |
| SUBTOTAL TAX-INSURNCE | ( 3) | 9.7% | .51 | ( 7) | 12.6% | 1.50 | ( 5) | 11.5% | .99 | ( 9) | 13.9% | .68 |
| RECREATNL/AMENITIES** | ( ) |  |  | ( ) |  |  | ( ) |  |  | ( 1) | 1.6 | .09 |
| OTHER PAYROLL** | ( 3) | 7.3 | .35 | ( 7) | 5.6 | .50 | ( 5) | 4.9 | .45 | ( 9) | 5.9 | .27 |
| TOTAL ALL EXPENSES | ( 3) | 70.3% | 3.69 | ( 7) | 46.7% | 4.70 | ( 5) | 41.5% | 3.67 | ( 9) | 71.8% | 3.42 |
| NET OPERATING INCOME | ( 3) | 25.6% | 1.34 | ( 7) | 53.0% | 5.80 | ( 5) | 56.6% | 5.20 | ( 9) | 24.6% | 1.13 |
| PAYROLL RECAP** | ( 3) | 14.3 | .65 | ( 7) | 9.2 | .94 | ( 5) | 6.9 | .61 | ( 9) | 16.3 | .75 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

BALTIMORE, MD

GARDEN BUILDINGS
ALL FAMILY/NONELDERLY

13 BUILDINGS 2,018 APARTMENTS
1,659,504 RENTABLE SQUARE FEET

BOSTON, MA

ELEVATOR BUILDINGS
SECT. 8 - ELDERLY/HAND.

20 BUILDINGS 2,491 APARTMENTS
1,803,770 RENTABLE SQUARE FEET

| | BALTIMORE, MD | | | | | | | BOSTON, MA | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
| | | MED | LOW | HIGH | MED | LOW | HIGH | | MED | LOW | HIGH | MED | LOW | HIGH |
| INCOME | | | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 13) | 97.9% | 97.2% | 98.1% | 4.56 | 4.35 | 5.56 | ( 20) | 99.5% | 98.7% | 99.7% | 12.37 | 10.26 | 13.31 |
| RENTS-GARAGE/PARKING | ( ) | | | | | | | ( ) | | | | | | |
| RENTS-STORES/OFFICES | ( ) | | | | | | | ( 7) | 4.4 | | | .43 | | |
| GROSS POSSIBLE RENTS | ( 13) | 97.9% | 97.2% | 98.1% | 4.56 | 4.35 | 5.56 | ( 20) | 99.7% | 99.6% | 99.7% | 12.37 | 10.44 | 13.31 |
| VACANCIES/RENT LOSS | ( 13) | 2.5 | 1.1 | 3.4 | .11 | .07 | .15 | ( 20) | .1 | .1 | .2 | .02 | .01 | .03 |
| TOTAL RENTS COLLECTED | ( 13) | 94.8 | 94.0 | 95.9 | 4.46 | 4.21 | 5.01 | ( 20) | 99.4 | 99.2 | 99.6 | 12.35 | 10.44 | 13.27 |
| OTHER INCOME | ( 13) | 2.1 | 1.9 | 2.8 | .10 | .09 | .12 | ( 20) | .3 | .3 | .4 | .04 | .03 | .06 |
| GROSS POSSIBLE INCOME | ( 13) | 100.0% | 100.0% | 100.0% | 4.66 | 4.44 | 5.70 | ( 20) | 100.0% | 100.0% | 100.0% | 12.41 | 10.47 | 13.35 |
| TOTAL COLLECTIONS | ( 13) | 97.5 | 96.6 | 98.9 | 4.56 | 4.30 | 5.17 | ( 20) | 99.9 | 99.8 | 99.9 | 12.38 | 10.47 | 13.34 |
| EXPENSES | | | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 13) | 6.4 | 5.8 | 6.8 | .31 | .28 | .33 | ( 20) | 4.1 | 4.0 | 4.8 | .51 | .45 | .61 |
| OTHER ADMINISTRTVE.** | ( 13) | 13.6 | 9.2 | 14.5 | .63 | .55 | .67 | ( 20) | 7.5 | 5.2 | 8.2 | .85 | .54 | 1.07 |
| SUBTOTAL ADMINIST. | ( 13) | 20.1% | 15.0% | 21.1%. | .96 | .85 | .99 | ( 20) | 11.6% | 10.3% | 12.5% | 1.30 | 1.05 | 1.67 |
| SUPPLIES | ( 13) | .7 | .6 | .9 | .03 | .03 | .04 | ( 20) | .4 | .3 | .5 | .05 | .04 | .06 |
| HEATING FUEL-CA ONLY* | ( 4) | 2.3 | | | .10 | | | ( 1) | .0 | | | .01 | | |
| CA & APTS.* | ( 3) | 6.9 | | | .38 | | | ( 19) | 2.1 | 1.9 | 2.9 | .26 | .20 | .42 |
| ELECTRICITY--CA ONLY* | ( 8) | 1.7 | | | .07 | | | ( 18) | 2.1 | 1.5 | 3.1 | .30 | .19 | .37 |
| CA & APTS.* | ( 2) | 16.8 | | | .96 | | | ( 1) | 4.3 | | | .57 | | |
| WATER/SEWER--CA ONLY* | ( ) | | | | | | | ( ) | | | | | | |
| CA & APTS.* | ( 13) | 2.6 | 2.1 | 3.1 | .14 | .11 | .17 | ( 20) | 1.0 | .7 | 1.2 | .12 | .09 | .14 |
| GAS----------CA ONLY* | ( 1) | 1.5 | | | .08 | | | ( 2) | .6 | | | .05 | | |
| CA & APTS.* | ( 3) | 4.9 | | | .32 | | | ( 15) | .8 | .3 | 1.0 | .08 | .03 | .11 |
| BUILDING SERVICES | ( 13) | 2.0 | 1.2 | 2.4 | .10 | .06 | .12 | ( 20) | .5 | .4 | .7 | .07 | .05 | .09 |
| OTHER OPERATING | ( 8) | .0 | | | .00 | | | ( 13) | .0 | .0 | .3 | .00 | .00 | .03 |
| SUBTOTAL OPERATING | ( 13) | 8.4% | 7.2% | 9.1% | .39 | .34 | .44 | ( 20) | 8.0% | 6.3% | 8.8% | .95 | .75 | 1.05 |
| SECURITY** | ( 11) | .1 | .1 | .2 | .01 | .00 | .01 | ( 19) | .1 | .0 | 2.9 | .02 | .00 | .31 |
| GROUNDS MAINTENANCE** | ( 13) | 6.3 | 4.4 | 9.5 | .32 | .24 | .43 | ( 20) | .6 | .4 | 1.4 | .08 | .04 | .17 |
| MAINTENANCE-REPAIRS | ( 13) | 8.3 | 6.5 | 8.8 | .37 | .34 | .40 | ( 20) | 3.7 | 3.1 | 4.6 | .50 | .39 | .53 |
| PAINTING/DECORATING** | ( 13) | 3.3 | 2.7 | 4.9 | .15 | .13 | .23 | ( 20) | 1.7 | 1.3 | 2.0 | .20 | .15 | .28 |
| SUBTOTAL MAINTENANCE | ( 13) | 19.1% | 15.5% | 21.6% | .88 | .70 | .99 | ( 20) | 8.2% | 6.4% | 11.9% | .94 | .73 | 1.38 |
| REAL ESTATE TAXES | ( 13) | 9.5 | 5.5 | 13.7 | .42 | .37 | .61 | ( 20) | 8.1 | 7.5 | 10.2 | 1.01 | .85 | 1.16 |
| OTHER TAX/FEE/PERMIT | ( 13) | .5 | .4 | .6 | .03 | .02 | .03 | ( 5) | .0 | | | .00 | | |
| INSURANCE | ( 13) | 3.2 | 3.0 | 3.4 | .15 | .14 | .16 | ( 20) | 2.5 | 1.9 | 2.6 | .26 | .23 | .36 |
| SUBTOTAL TAX-INSURNCE | ( 13) | 13.2% | 9.9% | 17.2% | .63 | .57 | .77 | ( 20) | 10.7% | 10.2% | 12.6% | 1.32 | 1.05 | 1.42 |
| RECREATNL/AMENITIES** | ( 2) | 1.6 | | | .09 | | | ( 10) | .4 | | | .04 | | |
| OTHER PAYROLL** | ( 13) | 5.9 | 4.8 | 6.9 | .30 | .23 | .32 | ( 18) | 5.0 | 3.6 | 6.1 | .55 | .40 | .70 |
| TOTAL ALL EXPENSES | ( 13) | 71.8% | 68.8% | 74.5% | 3.35 | 2.95 | 3.45 | ( 20) | 44.3% | 39.6% | 48.2% | 4.98 | 4.26 | 5.87 |
| NET OPERATING INCOME | ( 13) | 25.6% | 24.2% | 28.7% | 1.23 | 1.03 | 1.40 | ( 20) | 54.5% | 51.6% | 60.3% | 7.26 | 5.96 | 7.51 |
| PAYROLL RECAP** | ( 13) | 16.1 | 14.0 | 16.4 | .72 | .69 | .78 | ( 18) | 7.3 | 6.9 | 8.9 | .89 | .72 | 1.07 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

| | BOSTON, MA<br>ELEVATOR BUILDINGS<br>SECTION 236<br>5 BLGS. 732 APTS.<br>523,172 SQ.FT. | | | BOSTON, MA<br>ELEVATOR BUILDINGS<br>ALL ELDERLY/HANDICAPPED<br>22 BUILDINGS 2,700 APARTMENTS<br>1,899,915 RENTABLE SQUARE FEET | | | | | | | BOSTON, MA<br>ELEVATOR BUILDINGS<br>ALL FAMILY/NONELDERLY<br>6 BLGS. 793 APTS.<br>563,122 SQ.FT. | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | BLDGS. | % GPTI | $/SQFT | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | | BLDGS. | % GPTI | $/SQFT |
| | | MED | MED | | MED | LOW | HIGH | MED | LOW | HIGH | | MED | MED |
| INCOME | | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 5) | 98.8% | 6.93 | ( 22) | 99.5% | 97.7% | 99.7% | 11.90 | 9.37 | 13.31 | ( 6) | 99.2% | 7.74 |
| RENTS-GARAGE/PARKING | ( 1) | 2.2 | .11 | ( ) | | | | | | | ( 1) | 2.2 | .11 |
| RENTS-STORES/OFFICES | ( 1) | 12.9 | 1.07 | ( 7) | 4.4 | | | .43 | | | ( 2) | 12.9 | 1.07 |
| GROSS POSSIBLE RENTS | ( 5) | 98.8% | 7.74 | ( 22) | 99.7% | 99.5% | 99.7% | 12.15 | 9.81 | 13.31 | ( 6) | 99.2% | 7.75 |
| VACANCIES/RENT LOSS | ( 4) | .1 | .01 | ( 21) | .1 | .0 | .2 | .01 | .01 | .03 | ( 4) | .1 | .01 |
| TOTAL RENTS COLLECTED | ( 5) | 98.7 | 7.74 | ( 22) | 99.4 | 99.1 | 99.6 | 12.14 | 9.78 | 13.27 | ( 6) | 99.2 | 7.74 |
| OTHER INCOME | ( 5) | 1.2 | .08 | ( 22) | .4 | .3 | .5 | .04 | .03 | .07 | ( 6) | 1.2 | .08 |
| GROSS POSSIBLE INCOME | ( 5) | 100.0% | 7.78 | ( 22) | 100.0% | 100.0% | 100.0% | 12.18 | 9.92 | 13.35 | ( 6) | 100.0% | 7.80 |
| TOTAL COLLECTIONS | ( 5) | 99.9 | 7.77 | ( 22) | 99.9 | 99.8 | 100.0 | 12.16 | 9.89 | 13.34 | ( 6) | 100.0 | 7.80 |
| EXPENSES | | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 4) | 6.2 | .48 | ( 20) | 4.1 | 4.0 | 4.8 | .51 | .45 | .61 | ( 5) | 5.9 | .46 |
| OTHER ADMINISTRTVE.** | ( 5) | 11.2 | .60 | ( 22) | 7.5 | 5.2 | 8.5 | .85 | .54 | 1.10 | ( 6) | 11.2 | .74 |
| SUBTOTAL ADMINIST. | ( 5) | 12.0% | .93 | ( 22) | 11.6% | 9.1% | 12.7% | 1.29 | .97 | 1.67 | ( 6) | 12.2% | .93 |
| SUPPLIES | ( 5) | .4 | .02 | ( 22) | .4 | .3 | .5 | .05 | .03 | .06 | ( 6) | .6 | .07 |
| HEATING FUEL-CA ONLY* | ( ) | | | ( 1) | .0 | | | .01 | | | ( ) | | |
| CA & APTS.* | ( 5) | 7.4 | .56 | ( 21) | 2.5 | 1.9 | 3.8 | .30 | .23 | .45 | ( 6) | 7.4 | .56 |
| ELECTRICITY--CA ONLY* | ( 2) | 2.9 | .24 | ( 18) | 2.1 | 1.5 | 3.1 | .30 | .19 | .37 | ( 2) | 2.9 | .24 |
| CA & APTS.* | ( 2) | 9.1 | .60 | ( 3) | 5.7 | | | .65 | | | ( 3) | 8.3 | .53 |
| WATER/SEWER--CA ONLY* | ( ) | | | ( ) | | | | | | | ( ) | | |
| CA & APTS.* | ( 5) | 1.7 | .11 | ( 22) | 1.0 | .7 | 1.3 | .12 | .09 | .15 | ( 6) | 1.7 | .11 |
| GAS----------CA ONLY* | ( ) | | | ( 2) | .6 | | | .05 | | | ( ) | | |
| CA & APTS.* | ( 4) | .1 | .01 | ( 17) | .9 | .5 | 1.1 | .09 | .06 | .12 | ( 5) | .1 | .01 |
| BUILDING SERVICES | ( 5) | .9 | .06 | ( 22) | .6 | .4 | .7 | .07 | .05 | .09 | ( 6) | .9 | .06 |
| OTHER OPERATING | ( 4) | 1.0 | .06 | ( 15) | .0 | .0 | .1 | .00 | .00 | .01 | ( 4) | 1.0 | .06 |
| SUBTOTAL OPERATING | ( 5) | 20.2% | 1.27 | ( 22) | 8.2% | 6.3% | 9.7% | .96 | .75 | 1.24 | ( 6) | 20.2% | 1.47 |
| SECURITY** | ( 5) | .7 | .06 | ( 21) | .3 | .0 | 2.9 | .04 | .00 | .31 | ( 6) | .7 | .06 |
| GROUNDS MAINTENANCE** | ( 4) | .8 | .05 | ( 22) | .6 | .3 | 1.4 | .08 | .03 | .17 | ( 5) | .6 | .04 |
| MAINTENANCE-REPAIRS | ( 5) | 8.7 | .68 | ( 22) | 3.7 | 3.1 | 5.4 | .50 | .39 | .54 | ( 6) | 8.7 | .72 |
| PAINTING/DECORATING** | ( 5) | 2.4 | .16 | ( 22) | 1.7 | 1.2 | 2.1 | .20 | .14 | .29 | ( 6) | 2.4 | .16 |
| SUBTOTAL MAINTENANCE | ( 5) | 14.0% | .92 | ( 22) | 8.8% | 6.4% | 11.9% | .95 | .73 | 1.38 | ( 6) | 14.0% | .97 |
| REAL ESTATE TAXES | ( 5) | 13.1 | 1.02 | ( 22) | 9.6 | 7.5 | 10.7 | 1.01 | .85 | 1.17 | ( 6) | 13.1 | 1.02 |
| OTHER TAX/FEE/PERMIT | ( 1) | .0 | .00 | ( 7) | .0 | | | .00 | | | ( 1) | .0 | .00 |
| INSURANCE | ( 5) | 3.3 | .25 | ( 22) | 2.3 | 1.9 | 2.6 | .24 | .20 | .36 | ( 6) | 3.3 | .29 |
| SUBTOTAL TAX-INSURNCE | ( 5) | 16.7% | 1.27 | ( 22) | 11.5% | 10.2% | 13.0% | 1.32 | 1.05 | 1.51 | ( 6) | 16.7% | 1.27 |
| RECREATNL/AMENITIES** | ( 1) | 1.5 | .12 | ( 10) | .4 | | | .04 | | | ( 1) | 1.5 | .12 |
| OTHER PAYROLL** | ( 5) | 6.2 | .48 | ( 20) | 5.2 | 4.1 | 6.2 | .59 | .40 | .72 | ( 6) | 9.3 | .71 |
| TOTAL ALL EXPENSES | ( 5) | 72.0% | 4.70 | ( 22) | 47.0% | 39.6% | 49.7% | 5.32 | 4.26 | 5.87 | ( 6) | 72.0% | 5.60 |
| NET OPERATING INCOME | ( 5) | 27.9% | 2.01 | ( 22) | 52.9% | 50.1% | 60.3% | 6.90 | 5.42 | 7.51 | ( 6) | 30.5% | 2.17 |
| PAYROLL RECAP** | ( 5) | 11.5 | .73 | ( 20) | 7.5 | 6.9 | 9.2 | .91 | .77 | 1.08 | ( 6) | 14.1 | 1.10 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

| | BOSTON, MA<br>LOW RISE BUILDINGS<br>SECT. 8 - ELDERLY/HAND.<br>6 BLGS. 564 APTS.<br>492,513 SQ.FT. | | | BOSTON, MA<br>LOW RISE BUILDINGS<br>ALL FAMILY/NONELDERLY<br>3 BLGS. 688 APTS.<br>765,078 SQ.FT. | | | BOSTON, MA<br>GARDEN BUILDINGS<br>SECT. 8 - ELDERLY/HAND<br>6 BLGS. 745 APTS.<br>594,536 SQ.FT. | | | BOSTON, MA<br>GARDEN BUILDINGS<br>SECTION 221(D)3<br>3 BLGS. 588 APTS.<br>431,094 SQ.FT. | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED |
| INCOME | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 6) | 99.6% | 11.74 | ( 3) | 98.1% | 6.12 | ( 6) | 99.4% | 12.47 | ( 3) | 99.6% | 4.79 |
| RENTS-GARAGE/PARKING | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| RENTS-STORES/OFFICES | ( ) | | | ( 2) | 1.9 | .08 | ( ) | | | ( ) | | |
| GROSS POSSIBLE RENTS | ( 6) | 99.6% | 11.74 | ( 3) | 99.6% | 6.18 | ( 6) | 99.4% | 12.47 | ( 3) | 99.6% | 4.79 |
| VACANCIES/RENT LOSS | ( 5) | .6 | .09 | ( 3) | 3.5 | .14 | ( 4) | .2 | .02 | ( 3) | 1.3 | .06 |
| TOTAL RENTS COLLECTED | ( 6) | 99.2 | 11.74 | ( 3) | 96.5 | 5.82 | ( 6) | 99.4 | 12.47 | ( 3) | 98.3 | 4.68 |
| OTHER INCOME | ( 5) | .7 | .05 | ( 2) | 1.3 | .08 | ( 5) | .6 | .07 | ( 3) | .4 | .02 |
| GROSS POSSIBLE INCOME | ( 6) | 100.0% | 11.76 | ( 3) | 100.0% | 6.26 | ( 6) | 100.0% | 12.55 | ( 3) | 100.0% | 4.87 |
| TOTAL COLLECTIONS | ( 6) | 99.8 | 11.76 | ( 3) | 96.5 | 5.90 | ( 6) | 100.0 | 12.55 | ( 3) | 98.7 | 4.77 |
| EXPENSES | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 6) | 4.0 | .47 | ( 3) | 4.3 | .27 | ( 6) | 4.2 | .50 | ( 3) | 6.2 | .33 |
| OTHER ADMINISTRTVE.** | ( 6) | 8.0 | 1.05 | ( 3) | 6.2 | .41 | ( 6) | 7.1 | .89 | ( 3) | 8.3 | .40 |
| SUBTOTAL ADMINIST. | ( 6) | 12.1% | 1.58 | ( 3) | 10.5% | .66 | ( 6) | 11.2% | 1.40 | ( 3) | 15.1% | .73 |
| SUPPLIES | ( 6) | .2 | .02 | ( 3) | .3 | .02 | ( 6) | .1 | .01 | ( 3) | .3 | .02 |
| HEATING FUEL-CA ONLY* | ( 1) | 2.2 | .34 | ( ) | | | ( ) | | | ( ) | | |
| CA & APTS.* | ( 5) | 3.3 | .36 | ( 3) | 11.1 | .48 | ( 6) | 3.6 | .33 | ( 3) | 11.3 | .64 |
| ELECTRICITY--CA ONLY* | ( 5) | 1.8 | .20 | ( 3) | 1.1 | .11 | ( 3) | 1.8 | .18 | ( 3) | 2.3 | .09 |
| CA & APTS.* | ( ) | | | ( ) | | | ( 3) | 4.5 | .56 | ( ) | | |
| WATER/SEWER--CA ONLY* | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| CA & APTS.* | ( 6) | .9 | .08 | ( 3) | 4.2 | .26 | ( 6) | 1.1 | .11 | ( 3) | 2.7 | .18 |
| GAS----------CA ONLY* | ( 1) | .1 | .01 | ( 1) | .4 | .04 | ( 1) | .5 | .05 | ( ) | | |
| CA & APTS.* | ( 3) | 1.2 | .08 | ( 1) | 5.2 | .21 | ( 3) | .7 | .09 | ( 3) | 4.9 | .27 |
| BUILDING SERVICES | ( 6) | .8 | .09 | ( 2) | 1.3 | .13 | ( 6) | .5 | .06 | ( 3) | .7 | .06 |
| OTHER OPERATING | ( 3) | 1.0 | .12 | ( 2) | .2 | .01 | ( 3) | .0 | .00 | ( 1) | .1 | .00 |
| SUBTOTAL OPERATING | ( 6) | 8.8% | .77 | ( 3) | 17.7% | 1.06 | ( 6) | 8.6% | .82 | ( 3) | 22.8% | 1.35 |
| SECURITY** | ( 3) | .1 | .01 | ( 3) | .2 | .01 | ( 5) | .1 | .01 | ( 1) | 3.9 | .34 |
| GROUNDS MAINTENANCE** | ( 6) | 1.5 | .18 | ( 3) | 2.5 | .15 | ( 6) | 2.1 | .26 | ( 3) | .9 | .04 |
| MAINTENANCE-REPAIRS | ( 6) | 3.1 | .36 | ( 3) | 6.6 | .41 | ( 6) | 2.9 | .28 | ( 3) | 3.7 | .21 |
| PAINTING/DECORATING** | ( 6) | 1.1 | .17 | ( 3) | 1.8 | .11 | ( 6) | .3 | .03 | ( 3) | 1.4 | .08 |
| SUBTOTAL MAINTENANCE | ( 6) | 6.3% | .74 | ( 3) | 11.1% | .80 | ( 6) | 5.9% | .52 | ( 3) | 11.5% | .55 |
| REAL ESTATE TAXES | ( 6) | 6.8 | .94 | ( 3) | 8.5 | .63 | ( 6) | 7.7 | 1.05 | ( 3) | 6.3 | .32 |
| OTHER TAX/FEE/PERMIT | ( ) | | | ( 2) | 1.7 | .11 | ( 1) | .0 | .00 | ( 2) | .0 | .00 |
| INSURANCE | ( 6) | 1.8 | .25 | ( 3) | 1.8 | .15 | ( 6) | 1.5 | .15 | ( 3) | 9.3 | .38 |
| SUBTOTAL TAX-INSURNCE | ( 6) | 10.3% | 1.29 | ( 3) | 12.9% | .79 | ( 6) | 9.3% | 1.16 | ( 3) | 17.1% | .71 |
| RECREATNL/AMENITIES** | ( 1) | .8 | .11 | ( 2) | 2.0 | .20 | ( 1) | .6 | .08 | ( ) | | |
| OTHER PAYROLL** | ( 5) | 4.1 | .38 | ( 2) | 18.9 | .76 | ( 6) | 4.4 | .45 | ( 3) | 8.6 | .42 |
| TOTAL ALL EXPENSES | ( 6) | 37.8% | 5.23 | ( 3) | 59.1% | 3.89 | ( 6) | 39.8% | 4.66 | ( 3) | 75.3% | 3.67 |
| NET OPERATING INCOME | ( 6) | 62.2% | 6.68 | ( 3) | 35.2% | 2.20 | ( 6) | 67.0% | 7.32 | ( 3) | 22.6% | 1.10 |
| PAYROLL RECAP** | ( 6) | 10.1 | 1.18 | ( 3) | 7.5 | .75 | ( 6) | 8.1 | .82 | ( 3) | 13.4 | .62 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

**SELECTED METROPOLITAN AREAS
U.S.A.**

## MEDIAN INCOME AND OPERATING COSTS

**BY BUILDING TYPE AND
SUBSIDY TYPE**

| | BOSTON, MA<br>GARDEN BUILDINGS<br>SECTION 236 | | | BOSTON, MA<br>GARDEN BUILDINGS<br>ALL FAMILY/NONELDERLY | | | CHAMPAIGN-URBANA, IL<br>LOW RISE BUILDINGS | | | CHARLESTON, SC<br>GARDEN BUILDINGS<br>SECTION 221(D)3 | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | 3 BLGS. 421 APTS.<br>480,121 SQ.FT. | | | 8 BLGS. 1,273 APTS.<br>1,104,553 SQ.FT. | | | 3 BLGS. 462 APTS.<br>318,964 SQ.FT. | | | 3 BLGS. 198 APTS.<br>181,002 SQ.FT. | | |
| | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED |
| INCOME | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 3) | 98.0% | 3.39 | ( 8) | 99.0% | 4.79 | ( 3) | 99.2% | 7.45 | ( 3) | 98.5% | 4.80 |
| RENTS-GARAGE/PARKING | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| RENTS-STORES/OFFICES | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| GROSS POSSIBLE RENTS | ( 3) | 98.0% | 3.39 | ( 8) | 99.0% | 4.79 | ( 3) | 99.2% | 7.45 | ( 3) | 98.5% | 4.80 |
| VACANCIES/RENT LOSS | ( 3) | .1 | .00 | ( 8) | .6 | .04 | ( 3) | .3 | .02 | ( ) | | |
| TOTAL RENTS COLLECTED | ( 3) | 97.9 | 3.39 | ( 8) | 98.3 | 4.68 | ( 3) | 98.9 | 7.45 | ( 3) | 99.3 | 4.80 |
| OTHER INCOME | ( 3) | 2.0 | .07 | ( 7) | 1.2 | .07 | ( 3) | .8 | .05 | ( 3) | 1.5 | .06 |
| GROSS POSSIBLE INCOME | ( 3) | 100.0% | 3.47 | ( 8) | 100.0% | 4.87 | ( 3) | 100.0% | 7.51 | ( 3) | 100.0% | 4.87 |
| TOTAL COLLECTIONS | ( 3) | 99.9 | 3.47 | ( 8) | 99.8 | 4.77 | ( 3) | 99.7 | 7.50 | ( 3) | 100.0 | 4.87 |
| EXPENSES | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 3) | 6.2 | .22 | ( 8) | 6.2 | .30 | ( 3) | 3.5 | .27 | ( 3) | 6.8 | .33 |
| OTHER ADMINISTRTVE.** | ( 3) | 8.8 | .29 | ( 8) | 8.3 | .40 | ( 3) | 6.7 | .47 | ( 3) | 8.7 | .42 |
| SUBTOTAL ADMINIST. | ( 3) | 15.3% | .50 | ( 8) | 15.1% | .73 | ( 3) | 10.7% | .77 | ( 3) | 15.4% | .75 |
| SUPPLIES | ( 3) | .1 | .00 | ( 8) | .2 | .01 | ( 3) | .2 | .01 | ( 3) | .2 | .01 |
| HEATING FUEL-CA ONLY* | ( ) | | | ( ) | | | ( 3) | 1.8 | .12 | ( 3) | 7.3 | .28 |
| CA & APTS.* | ( 3) | 11.8 | .41 | ( 8) | 11.3 | .42 | ( ) | | | ( ) | | |
| ELECTRICITY--CA ONLY* | ( 3) | 1.8 | .06 | ( 8) | 1.8 | .09 | ( 3) | 4.7 | .32 | ( 3) | 1.2 | .06 |
| CA & APTS.* | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| WATER/SEWER--CA ONLY* | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| CA & APTS.* | ( 3) | 1.5 | .06 | ( 8) | 1.7 | .09 | ( 3) | 1.7 | .12 | ( 3) | 7.0 | .41 |
| GAS----------CA ONLY* | ( ) | | | ( ) | | | ( ) | | | ( 3) | 4.9 | .19 |
| CA & APTS.* | ( 1) | 1.6 | .10 | ( 5) | 3.5 | .20 | ( 1) | 1.0 | .09 | ( ) | | |
| BUILDING SERVICES | ( 2) | 1.0 | .03 | ( 7) | .7 | .03 | ( 3) | .6 | .05 | ( 3) | 2.0 | .11 |
| OTHER OPERATING | ( 1) | 1.3 | .08 | ( 3) | .8 | .08 | ( 3) | .0 | .00 | ( ) | | |
| SUBTOTAL OPERATING | ( 3) | 15.9% | .55 | ( 8) | 15.9% | .85 | ( 3) | 8.3% | .58 | ( 3) | 22.8% | .87 |
| SECURITY** | ( 2) | .2 | .01 | ( 4) | .5 | .05 | ( 3) | .4 | .03 | ( ) | | |
| GROUNDS MAINTENANCE** | ( 3) | 3.9 | .14 | ( 8) | 3.8 | .13 | ( 3) | 1.2 | .09 | ( 3) | 10.4 | .42 |
| MAINTENANCE-REPAIRS | ( 3) | 9.1 | .34 | ( 8) | 8.0 | .30 | ( 3) | 7.2 | .54 | ( 3) | 6.5 | .38 |
| PAINTING/DECORATING** | ( 3) | .5 | .02 | ( 8) | .5 | .02 | ( 3) | 1.0 | .08 | ( 3) | 2.2 | .11 |
| SUBTOTAL MAINTENANCE | ( 3) | 14.5% | .50 | ( 8) | 13.2% | .50 | ( 3) | 9.8% | .74 | ( 3) | 20.5% | .78 |
| REAL ESTATE TAXES | ( 3) | 10.0 | .37 | ( 8) | 7.9 | .35 | ( 3) | 9.6 | .77 | ( 3) | 5.1 | .25 |
| OTHER TAX/FEE/PERMIT | ( ) | | | ( 3) | .0 | .00 | ( ) | | | ( 2) | .0 | .00 |
| INSURANCE | ( 3) | 1.0 | .03 | ( 8) | 4.0 | .31 | ( 3) | 3.4 | .26 | ( 3) | 1.9 | .11 |
| SUBTOTAL TAX-INSURNCE | ( 3) | 12.2% | .40 | ( 8) | 12.2% | .67 | ( 3) | 13.3% | 1.03 | ( 3) | 7.2% | .35 |
| RECREATNL/AMENITIES** | ( 1) | .1 | .01 | ( 2) | .1 | .01 | ( 3) | .3 | .02 | ( ) | | |
| OTHER PAYROLL** | ( 3) | 10.6 | .35 | ( 8) | 8.6 | .36 | ( 3) | 7.0 | .53 | ( 3) | 13.4 | .65 |
| TOTAL ALL EXPENSES | ( 3) | 67.5% | 2.23 | ( 8) | 67.5% | 3.29 | ( 3) | 53.9% | 3.74 | ( 3) | 74.5% | 3.35 |
| NET OPERATING INCOME | ( 3) | 32.4% | 1.24 | ( 8) | 35.7% | 1.24 | ( 3) | 45.8% | 3.39 | ( 3) | 26.8% | 1.02 |
| PAYROLL RECAP** | ( 3) | 18.5 | .87 | ( 8) | 13.4 | .62 | ( 3) | 12.0 | .84 | ( 3) | 17.6 | .84 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

## MEDIAN INCOME AND OPERATING COSTS

## BY BUILDING TYPE AND SUBSIDY TYPE

| | CHARLESTON, SC | | | CHARLESTON, WV | | | CHARLOTTE, NC | | | CHARLOTTE, NC | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | GARDEN BUILDINGS ALL FAMILY/NONELDERLY | | | ELEVATOR BUILDINGS | | | GARDEN BUILDINGS SECTION 236 | | | GARDEN BUILDINGS SECT. 8 - FAMILY | | |
| | 5 BLGS. 406 APTS. 360,869 SQ.FT. | | | 3 BLGS. 401 APTS. 230,550 SQ.FT. | | | 5 BLGS. 418 APTS. 260,916 SQ.FT. | | | 9 BLGS. 836 APTS. 581,516 SQ.FT. | | |
| | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED |
| INCOME | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 5) | 98.5% | 4.80 | ( 3) | 99.2% | 9.34 | ( 5) | 96.1% | 3.05 | ( 9) | 98.3% | 5.98 |
| RENTS-GARAGE/PARKING | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| RENTS-STORES/OFFICES | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| GROSS POSSIBLE RENTS | ( 5) | 98.5% | 4.80 | ( 3) | 99.2% | 9.34 | ( 5) | 96.1% | 3.05 | ( 9) | 98.3% | 5.98 |
| VACANCIES/RENT LOSS | ( 2) | .8 | .05 | ( 2) | .9 | .08 | ( 5) | 6.7 | .32 | ( 8) | 1.2 | .05 |
| TOTAL RENTS COLLECTED | ( 5) | 99.0 | 4.80 | ( 3) | 98.4 | 9.33 | ( 5) | 87.9 | 2.64 | ( 9) | 96.8 | 5.83 |
| OTHER INCOME | ( 5) | 1.5 | .06 | ( 3) | .8 | .07 | ( 5) | 3.9 | .12 | ( 9) | 1.7 | .13 |
| GROSS POSSIBLE INCOME | ( 5) | 100.0% | 4.87 | ( 3) | 100.0% | 9.60 | ( 5) | 100.0% | 3.17 | ( 9) | 100.0% | 6.15 |
| TOTAL COLLECTIONS | ( 5) | 100.0 | 4.87 | ( 3) | 100.0 | 9.60 | ( 5) | 93.3 | 2.77 | ( 9) | 99.1 | 6.13 |
| EXPENSES | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 5) | 6.8 | .33 | ( 3) | 4.9 | .49 | ( 5) | 7.8 | .21 | ( 9) | 6.0 | .36 |
| OTHER ADMINISTRTVE.** | ( 5) | 8.7 | .40 | ( 3) | 6.1 | .73 | ( 5) | 12.7 | .38 | ( 9) | 6.5 | .42 |
| SUBTOTAL ADMINIST. | ( 5) | 15.4% | .67 | ( 3) | 10.5% | 1.22 | ( 5) | 19.1% | .60 | ( 9) | 12.0% | .78 |
| SUPPLIES | ( 5) | .1 | .01 | ( 3) | .3 | .03 | ( 5) | .2 | .01 | ( 7) | .1 | .00 |
| HEATING FUEL-CA ONLY* | ( 4) | 7.3 | .28 | ( 1) | .6 | .05 | ( 3) | .2 | .01 | ( 9) | .5 | .05 |
| CA & APTS.* | ( ) | | | ( 2) | 5.5 | .72 | ( ) | | | ( ) | | |
| ELECTRICITY--CA ONLY* | ( 5) | 1.2 | .05 | ( 2) | 3.2 | .28 | ( 5) | 1.8 | .07 | ( 9) | .6 | .04 |
| CA & APTS.* | ( ) | | | ( 1) | 3.6 | .48 | ( ) | | | ( ) | | |
| WATER/SEWER--CA ONLY* | ( ) | | | ( ) | | | ( ) | | | ( 2) | .2 | .02 |
| CA & APTS.* | ( 5) | 7.0 | .27 | ( 3) | 1.7 | .18 | ( 5) | 5.5 | .19 | ( 7) | 1.9 | .12 |
| GAS----------CA ONLY* | ( 4) | 4.9 | .19 | ( ) | | | ( 2) | .2 | .01 | ( 9) | .2 | .02 |
| CA & APTS.* | ( ) | | | ( 1) | .0 | .00 | ( ) | | | ( ) | | |
| BUILDING SERVICES | ( 5) | 1.9 | .08 | ( 3) | .6 | .05 | ( 3) | .7 | .02 | ( 8) | .5 | .02 |
| OTHER OPERATING | ( 1) | .3 | .02 | ( 2) | .9 | .12 | ( 2) | 3.0 | .04 | ( 5) | .2 | .01 |
| SUBTOTAL OPERATING | ( 5) | 14.6% | .85 | ( 3) | 6.4% | .62 | ( 5) | 10.9% | .35 | ( 9) | 4.4% | .25 |
| SECURITY** | ( 1) | .2 | .02 | ( ) | | | ( 1) | .0 | | ( ) | | |
| GROUNDS MAINTENANCE** | ( 5) | 2.0 | .07 | ( 3) | 1.3 | .17 | ( 5) | 1.2 | .03 | ( 8) | 1.4 | .07 |
| MAINTENANCE-REPAIRS | ( 5) | 6.0 | .23 | ( 3) | 4.2 | .41 | ( 5) | 6.4 | .30 | ( 9) | 2.2 | .12 |
| PAINTING/DECORATING** | ( 5) | 2.2 | .11 | ( 3) | 1.5 | .13 | ( 5) | 2.5 | .13 | ( 9) | 1.0 | .06 |
| SUBTOTAL MAINTENANCE | ( 5) | 10.0% | .55 | ( 3) | 8.5% | .80 | ( 5) | 12.3% | .45 | ( 9) | 3.9% | .28 |
| REAL ESTATE TAXES | ( 5) | 5.1 | .19 | ( 3) | 4.9 | .45 | ( 5) | 7.4 | .25 | ( 9) | 4.3 | .30 |
| OTHER TAX/FEE/PERMIT | ( 3) | .0 | .00 | ( 3) | 2.1 | .26 | ( 2) | 1.2 | .03 | ( 4) | .1 | .01 |
| INSURANCE | ( 5) | 2.7 | .15 | ( 3) | 1.8 | .20 | ( 5) | 6.7 | .18 | ( 9) | 2.5 | .13 |
| SUBTOTAL TAX-INSURNCE | ( 5) | 7.2% | .35 | ( 3) | 9.1% | 1.11 | ( 5) | 14.6% | .42 | ( 9) | 7.2% | .41 |
| RECREATNL/AMENITIES** | ( ) | | | ( ) | | | ( ) | | | ( 1) | .2 | .01 |
| OTHER PAYROLL** | ( 5) | 11.8 | .54 | ( 1) | 1.5 | .13 | ( 5) | 8.7 | .34 | ( 9) | 4.6 | .29 |
| TOTAL ALL EXPENSES | ( 5) | 60.9% | 2.83 | ( 3) | 38.6% | 3.50 | ( 5) | 67.0% | 1.94 | ( 9) | 32.1% | 2.00 |
| NET OPERATING INCOME | ( 5) | 39.0% | 1.32 | ( 3) | 60.6% | 6.09 | ( 5) | 28.0% | .85 | ( 9) | 66.9% | 4.11 |
| PAYROLL RECAP** | ( 5) | 17.6 | .84 | ( 3) | 5.9 | .52 | ( 4) | 18.8 | .56 | ( 9) | 7.9 | .48 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

SELECTED METROPOLITAN AREAS
U.S.A.

## MEDIAN INCOME AND OPERATING COSTS

BY BUILDING TYPE AND
SUBSIDY TYPE

|  | CHARLOTTE, NC GARDEN BUILDINGS ALL FAMILY/NONELDERLY |  |  |  |  |  |  | CHATTANOOGA, TN GARDEN BUILDINGS SECTION 236 |  |  | CHATTANOOGA, TN GARDEN BUILDINGS ALL FAMILY/NONELDERLY |  |  |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
|  | 15 BUILDINGS 1,264 APARTMENTS 851,716 RENTABLE SQUARE FEET |  |  |  |  |  |  | 3 BLGS. 304 APTS. 274,648 SQ.FT. |  |  | 7 BLGS. 714 APTS. 634,934 SQ.FT. |  |  |
|  | BLDGS. | -----% OF GPTI------ |  |  | ----$/SQ.FT.---- |  |  | BLDGS. | % GPTI | $/SQFT | BLDGS. | % GPTI | $/SQFT |
|  |  | MED | LOW | HIGH | MED | LOW | HIGH |  | MED | MED |  | MED | MED |
| INCOME |  |  |  |  |  |  |  |  |  |  |  |  |  |
| RENTS-APARTMENTS | ( 15) | 97.7% | 96.1% | 98.6% | 5.22 | 3.32 | 5.98 | ( 3) | 96.5% | 2.63 | ( 7) | 98.0% | 3.33 |
| RENTS-GARAGE/PARKING | ( ) |  |  |  |  |  |  | ( ) |  |  | ( ) |  |  |
| RENTS-STORES/OFFICES | ( ) |  |  |  |  |  |  | ( ) |  |  | ( ) |  |  |
| GROSS POSSIBLE RENTS | ( 15) | 97.7% | 96.1% | 98.6% | 5.22 | 3.32 | 5.98 | ( 3) | 96.5% | 2.63 | ( 7) | 98.0% | 3.33 |
| VACANCIES/RENT LOSS | ( 14) | 2.0 | .9 | 6.7 | .12 | .05 | .23 | ( 3) | 6.9 | .19 | ( 7) | .3 | .01 |
| TOTAL RENTS COLLECTED | ( 15) | 96.0 | 88.4 | 97.2 | 5.18 | 3.09 | 5.83 | ( 3) | 91.3 | 2.44 | ( 7) | 95.9 | 3.32 |
| OTHER INCOME | ( 15) | 2.3 | 1.3 | 3.1 | .09 | .07 | .17 | ( 3) | 3.5 | .10 | ( 7) | 2.0 | .06 |
| GROSS POSSIBLE INCOME | ( 15) | 100.0% | 100.0% | 100.0% | 5.39 | 3.38 | 6.15 | ( 3) | 100.0% | 2.69 | ( 7) | 100.0% | 3.38 |
| TOTAL COLLECTIONS | ( 15) | 98.1 | 93.3 | 99.1 | 5.35 | 3.16 | 6.13 | ( 3) | 93.1 | 2.50 | ( 7) | 99.7 | 3.37 |
| EXPENSES |  |  |  |  |  |  |  |  |  |  |  |  |  |
| MANAGEMENT FEE | ( 15) | 6.3 | 5.9 | 6.7 | .32 | .27 | .41 | ( 3) | 8.6 | .24 | ( 7) | 7.6 | .24 |
| OTHER ADMINISTRTVE.** | ( 15) | 7.9 | 5.2 | 9.6 | .37 | .29 | .42 | ( 3) | 8.0 | .21 | ( 7) | 7.2 | .23 |
| SUBTOTAL ADMINIST. | ( 15) | 13.6% | 11.5% | 17.7% | .67 | .60 | .78 | ( 3) | 16.6% | .45 | ( 7) | 15.6% | .50 |
| SUPPLIES | ( 12) | .2 | .1 | .2 | .01 |  |  | ( 3) | .2 | .01 | ( 7) | .3 | .01 |
| HEATING FUEL-CA ONLY* | ( 13) | .4 | .2 | .9 | .02 | .01 | .05 | ( 3) | 1.0 | .03 | ( 7) | .9 | .03 |
| CA & APTS.* | ( ) |  |  |  |  |  |  | ( ) |  |  | ( ) |  |  |
| ELECTRICITY--CA ONLY* | ( 15) | .7 | .5 | 1.5 | .04 | .03 | .05 | ( 2) | 3.6 | .10 | ( 5) | 3.0 | .09 |
| CA & APTS.* | ( ) |  |  |  |  |  |  | ( 1) | 2.6 | .09 | ( 2) | 2.6 | .09 |
| WATER/SEWER--CA ONLY* | ( 3) | .2 |  |  | .02 |  |  | ( ) |  |  | ( ) |  |  |
| CA & APTS.* | ( 12) | 2.5 | 1.9 | 5.3 | .13 |  |  | ( 3) | 6.9 | .19 | ( 7) | 6.7 | .19 |
| GAS-----------CA ONLY* | ( 11) | .2 | .2 | .3 | .01 |  |  | ( 1) | .2 | .01 | ( 1) | .2 | .01 |
| CA & APTS.* | ( ) |  |  |  |  |  |  | ( ) |  |  | ( ) |  |  |
| BUILDING SERVICES | ( 12) | .7 | .4 | 1.0 | .02 | .02 | .07 | ( 3) | 2.3 | .06 | ( 7) | 1.5 | .06 |
| OTHER OPERATING | ( 7) | .3 |  |  | .02 |  |  | ( ) |  |  | ( 1) | .3 | .02 |
| SUBTOTAL OPERATING | ( 15) | 4.7% | 4.0% | 7.3% | .25 | .23 | .31 | ( 3) | 13.7% | .38 | ( 7) | 13.4% | .38 |
| SECURITY** | ( 1) | .0 |  |  |  |  |  | ( 1) | 1.2 | .03 | ( 1) | 1.2 | .03 |
| GROUNDS MAINTENANCE** | ( 14) | 1.4 | .8 | 2.2 | .07 | .04 | .11 | ( 3) | 1.5 | .04 | ( 7) | 1.2 | .04 |
| MAINTENANCE-REPAIRS | ( 15) | 3.1 | 1.5 | 5.7 | .14 | .12 | .17 | ( 3) | 7.7 | .21 | ( 7) | 8.0 | .30 |
| PAINTING/DECORATING** | ( 15) | 1.6 | .8 | 1.9 | .06 | .05 | .10 | ( 3) | 3.9 | .10 | ( 7) | 3.9 | .10 |
| SUBTOTAL MAINTENANCE | ( 15) | 5.4% | 3.6% | 12.0% | .30 | .22 | .33 | ( 3) | 13.2% | .35 | ( 7) | 14.7% | .55 |
| REAL ESTATE TAXES | ( 15) | 6.3 | 4.2 | 7.4 | .25 | .21 | .31 | ( 3) | 12.8 | .36 | ( 7) | 11.0 | .37 |
| OTHER TAX/FEE/PERMIT | ( 6) | 1.0 |  |  | .01 |  |  | ( 2) | .0 | .00 | ( 5) | .0 | .00 |
| INSURANCE | ( 15) | 2.9 | 1.8 | 4.4 | .13 | .11 | .18 | ( 3) | 4.6 | .13 | ( 7) | 2.8 | .09 |
| SUBTOTAL TAX-INSURNCE | ( 15) | 8.3% | 6.6% | 11.2% | .41 | .36 | .47 | ( 3) | 17.4% | .49 | ( 7) | 13.8% | .49 |
| RECREATNL/AMENITIES** | ( 1) | .2 |  |  | .01 |  |  | ( 2) | .3 | .01 | ( 5) | .3 | .01 |
| OTHER PAYROLL** | ( 15) | 5.0 | 4.3 | 7.4 | .28 | .22 | .30 | ( 3) | 6.9 | .22 | ( 7) | 3.4 | .21 |
| TOTAL ALL EXPENSES | ( 15) | 34.9% | 31.4% | 64.5% | 1.94 | 1.73 | 2.02 | ( 3) | 70.6% | 1.99 | ( 7) | 61.9% | 2.09 |
| NET OPERATING INCOME | ( 15) | 61.7% | 29.0% | 66.9% | 3.65 | .93 | 4.11 | ( 3) | 22.5% | .61 | ( 7) | 37.8% | 1.28 |
| PAYROLL RECAP** | ( 14) | 8.1 | 7.4 | 14.6 | .44 | .41 | .50 | ( 3) | 13.6 | .36 | ( 7) | 8.1 | .30 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

**SELECTED METROPOLITAN AREAS**
**U.S.A.**

## MEDIAN INCOME AND OPERATING COSTS

**BY BUILDING TYPE AND SUBSIDY TYPE**

| | CHICAGO, IL<br>ELEVATOR BUILDINGS<br>SECT. 8 - ELDERLY/HAND.<br>5 BLGS. 969 APTS.<br>689,759 SQ.FT. | | | CHICAGO, IL<br>ELEVATOR BUILDINGS<br>SECT. 8 - FAMILY<br>3 BLGS. 485 APTS.<br>363,236 SQ.FT. | | | CHICAGO, IL<br>LOW RISE BUILDINGS<br>SECT. 8 - FAMILY<br>4 BLGS. 488 APTS.<br>340,281 SQ.FT. | | | CHICAGO, IL<br>GARDEN BUILDINGS<br>SECT. 8 - FAMILY<br>3 BLGS. 767 APTS.<br>665,175 SQ.FT. | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED |
| INCOME | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 5) | 99.1% | 10.40 | ( 3) | 97.8% | 8.12 | ( 4) | 99.4% | 11.07 | ( 3) | 99.5% | 6.91 |
| RENTS-GARAGE/PARKING | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| RENTS-STORES/OFFICES | ( 1) | .3 | .04 | ( 1) | 1.0 | .10 | ( 1) | .2 | .02 | ( ) | | |
| GROSS POSSIBLE RENTS | ( 5) | 99.2% | 10.40 | ( 3) | 97.8% | 8.12 | ( 4) | 99.4% | 11.07 | ( 3) | 99.5% | 6.91 |
| VACANCIES/RENT LOSS | ( 5) | .6 | .04 | ( 3) | .1 | .01 | ( 3) | .4 | .04 | ( 3) | .8 | .06 |
| TOTAL RENTS COLLECTED | ( 5) | 98.4 | 10.36 | ( 3) | 97.8 | 7.40 | ( 4) | 99.2 | 11.07 | ( 3) | 98.5 | 6.09 |
| OTHER INCOME | ( 5) | .8 | .08 | ( 3) | 2.2 | .15 | ( 3) | 1.0 | .12 | ( 3) | .5 | .03 |
| GROSS POSSIBLE INCOME | ( 5) | 100.0% | 10.45 | ( 3) | 100.0% | 8.31 | ( 4) | 100.0% | 11.07 | ( 3) | 100.0% | 6.92 |
| TOTAL COLLECTIONS | ( 5) | 99.4 | 10.42 | ( 3) | 99.9 | 7.59 | ( 4) | 99.7 | 11.07 | ( 3) | 99.2 | 6.12 |
| EXPENSES | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 5) | 5.0 | .55 | ( 3) | 4.8 | .40 | ( 4) | 4.0 | .50 | ( 3) | 5.6 | .34 |
| OTHER ADMINISTRTVE.** | ( 5) | 4.7 | .45 | ( 3) | 6.5 | .62 | ( 4) | 5.5 | .68 | ( 3) | 6.6 | .49 |
| SUBTOTAL ADMINIST. | ( 5) | 10.0% | .98 | ( 3) | 11.2% | 1.00 | ( 4) | 10.4% | 1.18 | ( 3) | 11.7% | .79 |
| SUPPLIES | ( 5) | .3 | .04 | ( 3) | .8 | .05 | ( 4) | .5 | .05 | ( 3) | .1 | .01 |
| HEATING FUEL-CA ONLY* | ( 1) | 2.8 | .29 | ( 2) | 3.2 | .26 | ( 3) | 1.1 | .14 | ( 1) | 1.6 | .10 |
| CA & APTS.* | ( 4) | 4.0 | .42 | ( 1) | 9.9 | .69 | ( ) | | | ( 2) | 4.8 | .33 |
| ELECTRICITY--CA ONLY* | ( 4) | 2.4 | .30 | ( 3) | 2.7 | .22 | ( 4) | 4.1 | .45 | ( 3) | 2.3 | .14 |
| CA & APTS.* | ( 1) | 1.7 | .23 | ( ) | | | ( ) | | | ( ) | | |
| WATER/SEWER--CA ONLY* | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| CA & APTS.* | ( 5) | 1.5 | .16 | ( 3) | 2.4 | .17 | ( 4) | 2.2 | .19 | ( 3) | 3.8 | .23 |
| GAS----------CA ONLY* | ( 1) | .8 | .10 | ( ) | | | ( 2) | .2 | .03 | ( ) | | |
| CA & APTS.* | ( 4) | .7 | .07 | ( ) | | | ( ) | | | ( 2) | 1.7 | .12 |
| BUILDING SERVICES | ( 5) | .6 | .08 | ( 3) | 1.2 | .12 | ( 4) | .7 | .08 | ( 2) | 1.3 | .08 |
| OTHER OPERATING | ( 3) | .3 | .03 | ( 2) | 3.4 | .23 | ( 3) | .8 | .07 | ( 2) | 11.5 | .80 |
| SUBTOTAL OPERATING | ( 5) | 9.5% | .94 | ( 3) | 10.6% | .88 | ( 4) | 9.7% | 1.07 | ( 3) | 9.9% | .67 |
| SECURITY** | ( 5) | .5 | .05 | ( 2) | 4.5 | .46 | ( 4) | .4 | .04 | ( 2) | 1.2 | .08 |
| GROUNDS MAINTENANCE** | ( 5) | 1.6 | .14 | ( 3) | 2.6 | .20 | ( 4) | 3.0 | .33 | ( 3) | 1.7 | .10 |
| MAINTENANCE-REPAIRS | ( 5) | 2.9 | .26 | ( 3) | 5.0 | .42 | ( 4) | 3.0 | .39 | ( 3) | 4.0 | .28 |
| PAINTING/DECORATING** | ( 5) | 1.0 | .14 | ( 2) | 1.1 | .08 | ( 4) | .2 | .03 | ( 3) | 2.2 | .16 |
| SUBTOTAL MAINTENANCE | ( 5) | 10.8% | .73 | ( 3) | 9.0% | .75 | ( 4) | 8.4% | .84 | ( 3) | 8.0% | .55 |
| REAL ESTATE TAXES | ( 5) | 10.4 | .98 | ( 3) | 8.2 | .63 | ( 4) | 9.0 | .85 | ( 3) | 15.9 | 1.10 |
| OTHER TAX/FEE/PERMIT | ( 5) | .0 | .00 | ( 3) | 1.3 | .12 | ( 2) | .1 | .00 | ( 3) | .6 | .04 |
| INSURANCE | ( 5) | 1.9 | .13 | ( 3) | 1.9 | .15 | ( 4) | 4.4 | .47 | ( 3) | 1.7 | .13 |
| SUBTOTAL TAX-INSURNCE | ( 5) | 12.3% | 1.24 | ( 3) | 10.5% | .96 | ( 4) | 11.9% | 1.31 | ( 3) | 18.6% | 1.29 |
| RECREATNL/AMENITIES** | ( 3) | 1.5 | .10 | ( 2) | 1.6 | .13 | ( 3) | .2 | .02 | ( 2) | 1.4 | .09 |
| OTHER PAYROLL** | ( 4) | 4.9 | .66 | ( 3) | 5.2 | .36 | ( 4) | 4.3 | .56 | ( 2) | 8.2 | .53 |
| TOTAL ALL EXPENSES | ( 5) | 50.4% | 4.34 | ( 3) | 49.6% | 4.12 | ( 4) | 42.6% | 4.50 | ( 3) | 60.0% | 3.94 |
| NET OPERATING INCOME | ( 5) | 49.5% | 6.44 | ( 3) | 41.7% | 3.47 | ( 4) | 60.3% | 6.68 | ( 3) | 39.9% | 2.44 |
| PAYROLL RECAP** | ( 5) | 6.2 | .74 | ( 3) | 5.8 | .59 | ( 4) | 9.2 | 1.17 | ( 3) | 8.2 | .50 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

## MEDIAN INCOME AND OPERATING COSTS

BY BUILDING TYPE AND SUBSIDY TYPE

| | CHICAGO, IL | | | CINCINNATI, OH | | | CINCINNATI, OH | | | CINCINNATI, OH | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | GARDEN BUILDINGS | | | ELEVATOR BUILDINGS | | | LOW RISE BUILDINGS | | | GARDEN BUILDINGS | | |
| | ALL FAMILY/NONELDERLY | | | ALL FAMILY/NONELDERLY | | | SECTION 221(D)3 | | | ALL FAMILY/NONELDERLY | | |
| | 5 BLGS. 1,124 APTS. | | | 3 BLGS. 653 APTS. | | | 10 BLGS. 407 APTS. | | | 3 BLGS. 462 APTS. | | |
| | 807,075 SQ.FT. | | | 442,850 SQ.FT. | | | 240,449 SQ.FT. | | | 190,176 SQ.FT. | | |
| | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED |
| INCOME | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 5) | 98.6% | 6.91 | ( 3) | 88.1% | 5.71 | ( 10) | 99.2% | 7.41 | ( 3) | 98.5% | 6.70 |
| RENTS-GARAGE/PARKING | ( 1) | 1.9 | | ( 2) | 1.4 | .08 | ( ) | | | ( ) | | |
| RENTS-STORES/OFFICES | ( ) | | | ( 3) | 11.2 | .80 | ( ) | | | ( 1) | 1.5 | |
| GROSS POSSIBLE RENTS | ( 5) | 98.6% | 6.91 | ( 3) | 98.3% | 6.59 | ( 10) | 99.2% | 7.41 | ( 3) | 100.0% | 6.70 |
| VACANCIES/RENT LOSS | ( 5) | .8 | .06 | ( 3) | 2.3 | .23 | ( 10) | 2.0 | .16 | ( 3) | 1.2 | .40 |
| TOTAL RENTS COLLECTED | ( 5) | 95.6 | 6.09 | ( 3) | 96.1 | 6.51 | ( 10) | 97.5 | 7.26 | ( 3) | 95.1 | 6.30 |
| OTHER INCOME | ( 5) | 1.4 | .09 | ( 3) | 1.7 | .18 | ( 10) | .9 | .07 | ( 1) | 3.8 | .16 |
| GROSS POSSIBLE INCOME | ( 5) | 100.0% | 6.92 | ( 3) | 100.0% | 6.77 | ( 10) | 100.0% | 7.44 | ( 3) | 100.0% | 6.70 |
| TOTAL COLLECTIONS | ( 5) | 99.2 | 6.12 | ( 3) | 97.7 | 6.69 | ( 10) | 98.0 | 7.29 | ( 3) | 98.8 | 6.30 |
| EXPENSES | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 5) | 5.5 | .34 | ( 3) | 5.2 | .35 | ( 10) | 6.3 | .47 | ( 3) | 4.3 | .32 |
| OTHER ADMINISTRTVE.** | ( 5) | 6.6 | .49 | ( 3) | 9.8 | .66 | ( 10) | 6.1 | .47 | ( 3) | 9.2 | .51 |
| SUBTOTAL ADMINIST. | ( 5) | 11.7% | .79 | ( 3) | 15.0% | 1.02 | ( 10) | 12.7% | .91 | ( 3) | 12.4% | .84 |
| SUPPLIES | ( 5) | .4 | .02 | ( 3) | 1.1 | .07 | ( 9) | .6 | .05 | ( 3) | .5 | .06 |
| HEATING FUEL-CA ONLY* | ( 1) | 1.6 | .10 | ( ) | | | ( 1) | .8 | | ( 2) | 11.4 | .48 |
| CA & APTS.* | ( 4) | 7.0 | .28 | ( 3) | 5.6 | .27 | ( 9) | 7.6 | .56 | ( ) | | |
| ELECTRICITY--CA ONLY* | ( 4) | 2.4 | .14 | ( ) | | | ( 1) | .3 | | ( 3) | 1.1 | .20 |
| CA & APTS.* | ( 1) | 2.7 | .11 | ( 3) | 11.3 | .88 | ( 9) | 10.2 | .76 | ( ) | | |
| WATER/SEWER--CA ONLY* | ( ) | | | ( ) | | | ( ) | | | ( 1) | .1 | |
| CA & APTS.* | ( 5) | 3.8 | .23 | ( 3) | 3.2 | .17 | ( 10) | 3.9 | .28 | ( 2) | 6.3 | .26 |
| GAS----------CA ONLY* | ( ) | | | ( ) | | | ( 2) | 3.0 | .24 | ( 1) | .1 | |
| CA & APTS.* | ( 3) | 1.7 | .10 | ( 3) | 1.1 | .10 | ( 8) | 2.8 | .22 | ( ) | | |
| BUILDING SERVICES | ( 4) | 1.7 | .07 | ( 1) | .9 | .06 | ( ) | | | ( 2) | 2.2 | .09 |
| OTHER OPERATING | ( 3) | .2 | .01 | ( 3) | 1.0 | .06 | ( 9) | .4 | .04 | ( 3) | .3 | .05 |
| SUBTOTAL OPERATING | ( 5) | 19.5% | .78 | ( 3) | 24.3% | 1.51 | ( 10) | 25.4% | 1.96 | ( 3) | 8.2% | .92 |
| SECURITY** | ( 3) | 1.2 | .08 | ( 3) | 3.5 | .24 | ( 1) | .8 | .05 | ( 2) | 1.1 | .07 |
| GROUNDS MAINTENANCE** | ( 5) | 1.3 | .10 | ( 3) | 1.7 | .14 | ( 2) | 1.0 | .00 | ( 3) | 2.6 | .18 |
| MAINTENANCE-REPAIRS | ( 5) | 6.1 | .28 | ( 3) | 11.4 | 1.13 | ( 9) | 17.3 | 1.43 | ( 3) | 9.4 | .76 |
| PAINTING/DECORATING** | ( 5) | 1.6 | .16 | ( 3) | .9 | .06 | ( 10) | 7.3 | .59 | ( 3) | 2.6 | .14 |
| SUBTOTAL MAINTENANCE | ( 5) | 8.0% | .55 | ( 3) | 12.7% | 1.57 | ( 10) | 24.0% | 2.04 | ( 3) | 13.9% | .99 |
| REAL ESTATE TAXES | ( 5) | 13.5 | 1.10 | ( 3) | 6.8 | .33 | ( 10) | 1.4 | .11 | ( 3) | 6.4 | .43 |
| OTHER TAX/FEE/PERMIT | ( 4) | 1.4 | .04 | ( 3) | 1.0 | .07 | ( 9) | .1 | .01 | ( 2) | 1.1 | .02 |
| INSURANCE | ( 5) | 1.7 | .13 | ( 3) | 3.4 | .27 | ( 10) | 8.6 | .64 | ( 3) | 2.6 | .18 |
| SUBTOTAL TAX-INSURNCE | ( 5) | 16.0% | 1.29 | ( 3) | 11.8% | .61 | ( 10) | 10.2% | .75 | ( 3) | 9.3% | .57 |
| RECREATNL/AMENITIES** | ( 2) | 1.4 | .09 | ( ) | | | ( ) | | | ( 1) | .3 | .01 |
| OTHER PAYROLL** | ( 4) | 8.2 | .50 | ( 2) | 8.0 | .32 | ( 1) | 12.6 | .73 | ( 1) | 9.3 | .39 |
| TOTAL ALL EXPENSES | ( 5) | 60.9% | 3.94 | ( 3) | 73.6% | 4.99 | ( 10) | 73.2% | 5.74 | ( 3) | 42.0% | 3.55 |
| NET OPERATING INCOME | ( 5) | 32.3% | 2.44 | ( 3) | 25.1% | 1.70 | ( 10) | 25.8% | 1.75 | ( 3) | 52.0% | 3.48 |
| PAYROLL RECAP** | ( 5) | 9.4 | .59 | ( 3) | 13.9 | .83 | ( 9) | 3.8 | .31 | ( 3) | 11.2 | .75 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

SELECTED METROPOLITAN AREAS
U.S.A.

MEDIAN INCOME AND OPERATING COSTS

BY BUILDING TYPE AND
SUBSIDY TYPE

| | CINCINNATI, OH<br>LOW RISE BUILDINGS<br>ALL FAMILY/NONELDERLY<br>13 BUILDINGS 620 APARTMENTS<br>381,901 RENTABLE SQUARE FEET | | | | | | | CLEVELAND, OH<br>ELEVATOR BUILDINGS<br>SECT. 8 - ELDERLY/HAND.<br>3 BLGS. 479 APTS.<br>317,323 SQ.FT. | | | CLEVELAND, OH<br>ELEVATOR BUILDINGS<br>SECTION 236<br>5 BLGS. 821 APTS.<br>502,960 SQ.FT. | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | BLDGS. | ------% OF GPTI------ | | | ----$/SQ.FT.---- | | | BLDGS. | % GPTI | $/SQFT | BLDGS. | % GPTI | $/SQFT |
| | | MED | LOW | HIGH | MED | LOW | HIGH | | MED | MED | | MED | MED |
| INCOME | | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 13) | 99.1% | 98.9% | 99.5% | 7.09 | 5.76 | 7.91 | ( 3) | 99.2% | 7.77 | ( 5) | 98.7% | 5.46 |
| RENTS-GARAGE/PARKING | ( ) | | | | | | | ( ) | | | ( ) | | |
| RENTS-STORES/OFFICES | ( ) | | | | | | | ( ) | | | ( ) | | |
| GROSS POSSIBLE RENTS | ( 13) | 99.1% | 98.9% | 99.5% | 7.09 | 5.76 | 7.91 | ( 3) | 99.2% | 7.77 | ( 5) | 98.7% | 5.46 |
| VACANCIES/RENT LOSS | ( 13) | 2.0 | 1.2 | 2.3 | .15 | .08 | .17 | ( 3) | 1.4 | .09 | ( 5) | 1.4 | .08 |
| TOTAL RENTS COLLECTED | ( 13) | 97.5 | 97.0 | 98.0 | 7.05 | 5.68 | 7.75 | ( 3) | 97.8 | 7.68 | ( 5) | 96.8 | 5.37 |
| OTHER INCOME | ( 13) | .9 | .5 | 1.1 | .07 | .05 | .08 | ( 3) | .8 | .06 | ( 5) | 1.3 | .09 |
| GROSS POSSIBLE INCOME | ( 13) | 100.0% | 100.0% | 100.0% | 7.19 | 5.79 | 7.98 | ( 3) | 100.0% | 7.83 | ( 5) | 100.0% | 5.59 |
| TOTAL COLLECTIONS | ( 13) | 98.0 | 97.7 | 98.8 | 7.15 | 5.70 | 7.82 | ( 3) | 98.6 | 7.74 | ( 5) | 98.6 | 5.52 |
| EXPENSES | | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 13) | 5.8 | 5.0 | 6.9 | .45 | .33 | .51 | ( 3) | 3.9 | .30 | ( 5) | 5.1 | .30 |
| OTHER ADMINISTRTVE.** | ( 13) | 5.7 | 5.4 | 6.9 | .47 | .39 | .53 | ( 3) | 5.8 | .46 | ( 4) | 7.5 | .45 |
| SUBTOTAL ADMINIST. | ( 13) | 12.0% | 10.6% | 13.2% | .85 | .74 | 1.00 | ( 3) | 9.7% | .76 | ( 5) | 12.7% | .70 |
| SUPPLIES | ( 12) | .6 | .3 | .6 | .04 | .01 | .05 | ( 3) | 1.6 | .09 | ( 5) | .9 | .05 |
| HEATING FUEL-CA ONLY* | ( 3) | 1.3 | | | .08 | | | ( 1) | 2.1 | .25 | ( ) | | |
| CA & APTS.* | ( 10) | 7.7 | | | .56 | | | ( 2) | 4.6 | .27 | ( 5) | 6.6 | .40 |
| ELECTRICITY--CA ONLY* | ( 4) | 1.4 | | | .06 | | | ( 1) | 5.5 | .66 | ( ) | | |
| CA & APTS.* | ( 9) | 10.2 | | | .76 | | | ( 2) | 5.8 | .46 | ( 5) | 11.9 | .71 |
| WATER/SEWER--CA ONLY* | ( ) | | | | | | | ( ) | | | ( ) | | |
| CA & APTS.* | ( 13) | 3.9 | 3.3 | 4.4 | .28 | .24 | .31 | ( 3) | 2.9 | .23 | ( 5) | 3.0 | .17 |
| GAS-----------CA ONLY* | ( 3) | 3.0 | | | .24 | | | ( ) | | | ( ) | | |
| CA & APTS.* | ( 8) | 2.8 | | | .22 | | | ( 3) | 1.1 | .06 | ( 5) | 2.4 | .17 |
| BUILDING SERVICES | ( 3) | 1.8 | | | .10 | | | ( 3) | .7 | .04 | ( 4) | .6 | .04 |
| OTHER OPERATING | ( 9) | .4 | | | .04 | | | ( 3) | 4.3 | .33 | ( 3) | 5.6 | .29 |
| SUBTOTAL OPERATING | ( 13) | 25.2% | 21.6% | 26.0% | 1.84 | 1.67 | 2.03 | ( 3) | 19.0% | 1.49 | ( 5) | 29.3% | 1.66 |
| SECURITY** | ( 2) | .8 | | | .05 | | | ( 1) | .2 | .01 | ( 2) | 3.9 | .25 |
| GROUNDS MAINTENANCE** | ( 5) | .5 | | | .03 | | | ( 3) | .4 | .05 | ( 5) | .7 | .05 |
| MAINTENANCE-REPAIRS | ( 12) | 15.1 | 5.4 | 19.2 | 1.24 | .23 | 1.43 | ( 3) | 2.7 | .18 | ( 5) | 4.1 | .29 |
| PAINTING/DECORATING** | ( 13) | 6.1 | 1.6 | 7.6 | .49 | .18 | .61 | ( 3) | .9 | .07 | ( 5) | 1.4 | .09 |
| SUBTOTAL MAINTENANCE | ( 13) | 22.7% | 7.3% | 26.5% | 1.86 | .74 | 2.12 | ( 3) | 4.3% | .32 | ( 5) | 7.3% | .41 |
| REAL ESTATE TAXES | ( 13) | 1.5 | 1.4 | 4.7 | .11 | .10 | .18 | ( 3) | 5.5 | .36 | ( 5) | 10.2 | .57 |
| OTHER TAX/FEE/PERMIT | ( 12) | .1 | .0 | .2 | .01 | .00 | .01 | ( 3) | .2 | .02 | ( 4) | 2.6 | .13 |
| INSURANCE | ( 13) | 7.7 | 4.6 | 8.7 | .62 | .30 | .69 | ( 3) | 1.0 | .08 | ( 5) | 3.4 | .20 |
| SUBTOTAL TAX-INSURNCE | ( 13) | 9.5% | 8.9% | 10.4% | .75 | .48 | .79 | ( 3) | 7.7% | .48 | ( 5) | 15.0% | .79 |
| RECREATNL/AMENITIES** | ( ) | | | | | | | ( ) | | | ( ) | | |
| OTHER PAYROLL** | ( 1) | 12.6 | | | .73 | | | ( 3) | 1.0 | .07 | ( 5) | 5.4 | .35 |
| TOTAL ALL EXPENSES | ( 13) | 70.0% | 61.7% | 76.1% | 5.67 | 3.96 | 6.07 | ( 3) | 42.3% | 3.31 | ( 5) | 63.9% | 4.18 |
| NET OPERATING INCOME | ( 13) | 27.8% | 21.9% | 35.5% | 2.04 | 1.63 | 2.24 | ( 3) | 56.6% | 4.43 | ( 5) | 35.8% | 1.89 |
| PAYROLL RECAP** | ( 12) | 4.0 | 3.7 | 4.7 | .32 | .26 | .37 | ( 3) | 7.3 | .57 | ( 5) | 9.4 | .59 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

**SELECTED METROPOLITAN AREAS**
**U.S.A.**

## MEDIAN INCOME AND OPERATING COSTS

**BY BUILDING TYPE AND SUBSIDY TYPE**

| | CLEVELAND, OH<br>ELEVATOR BUILDINGS<br>ALL ELDERLY/HANDICAPPE | | | CLEVELAND, OH<br>GARDEN BUILDINGS<br>SECT. 8 - FAMILY | | | COLUMBIA, SC<br>LOW RISE BUILDINGS | | | COLUMBIA, SC<br>GARDEN BUILDINGS<br>SECTION 236 | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | 5 BLGS. 777 APTS.<br>546,512 SQ.FT. | | | 6 BLGS. 486 APTS.<br>382,300 SQ.FT. | | | 3 BLGS. 186 APTS.<br>166,485 SQ.FT. | | | 3 BLGS. 400 APTS.<br>287,410 SQ.FT. | | |
| | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED |
| INCOME | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 5) | 97.6% | 7.77 | ( 6) | 98.6% | 7.39 | ( 3) | 97.0% | 5.79 | ( 3) | 96.7% | 3.44 |
| RENTS-GARAGE/PARKING | ( 1) | 2.2 | .24 | ( ) | | | ( ) | | | ( ) | | |
| RENTS-STORES/OFFICES | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| GROSS POSSIBLE RENTS | ( 5) | 99.2% | 7.77 | ( 6) | 98.6% | 7.39 | ( 3) | 97.0% | 5.79 | ( 3) | 96.7% | 3.44 |
| VACANCIES/RENT LOSS | ( 4) | 1.4 | .09 | ( 3) | .6 | .04 | ( 3) | .5 | .03 | ( 3) | 1.8 | .07 |
| TOTAL RENTS COLLECTED | ( 5) | 97.8 | 7.68 | ( 6) | 98.6 | 7.35 | ( 3) | 96.5 | 5.79 | ( 3) | 90.2 | 3.40 |
| OTHER INCOME | ( 5) | .8 | .06 | ( 6) | 1.5 | .11 | ( 3) | 3.0 | .17 | ( 3) | 3.3 | .10 |
| GROSS POSSIBLE INCOME | ( 5) | 100.0% | 7.83 | ( 6) | 100.0% | 7.44 | ( 3) | 100.0% | 5.93 | ( 3) | 100.0% | 3.46 |
| TOTAL COLLECTIONS | ( 5) | 98.9 | 7.74 | ( 6) | 100.0 | 7.40 | ( 3) | 99.5 | 5.93 | ( 3) | 98.2 | 3.43 |
| EXPENSES | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 5) | 3.8 | .19 | ( 6) | 5.0 | .35 | ( 3) | 6.0 | .39 | ( 3) | 7.8 | .26 |
| OTHER ADMINISTRTVE.** | ( 5) | 5.8 | .40 | ( 6) | 6.4 | .65 | ( 3) | 6.7 | .38 | ( 3) | 9.5 | .33 |
| SUBTOTAL ADMINIST. | ( 5) | 9.5% | .53 | ( 6) | 11.8% | 1.06 | ( 3) | 12.7% | .71 | ( 3) | 17.7% | .61 |
| SUPPLIES | ( 5) | 1.1 | .09 | ( 6) | .3 | .02 | ( 3) | .1 | .01 | ( 3) | .6 | .02 |
| HEATING FUEL-CA ONLY* | ( 1) | 2.1 | .25 | ( 1) | .3 | .01 | ( 3) | .5 | .03 | ( 3) | 1.2 | .04 |
| CA & APTS.* | ( 4) | 4.6 | .31 | ( 4) | 9.1 | .78 | ( ) | | | ( ) | | |
| ELECTRICITY--CA ONLY* | ( 2) | 5.5 | .66 | ( 5) | 2.3 | .17 | ( 3) | .8 | .04 | ( 3) | .8 | .03 |
| CA & APTS.* | ( 3) | 5.8 | .46 | ( 1) | 7.0 | .72 | ( ) | | | ( ) | | |
| WATER/SEWER--CA ONLY* | ( ) | | | ( ) | | | ( 1) | 2.1 | .14 | ( ) | | |
| CA & APTS.* | ( 5) | 2.9 | .23 | ( 6) | 3.5 | .27 | ( 2) | 4.7 | .28 | ( 3) | 7.0 | .27 |
| GAS----------CA ONLY* | ( ) | | | ( 2) | 3.6 | .32 | ( 3) | .2 | .01 | ( 2) | 1.0 | .03 |
| CA & APTS.* | ( 3) | 1.1 | .06 | ( 1) | .0 | .00 | ( ) | | | ( 1) | .4 | .01 |
| BUILDING SERVICES | ( 5) | .7 | .04 | ( 6) | 2.1 | .17 | ( 3) | 1.0 | .06 | ( 3) | 1.8 | .07 |
| OTHER OPERATING | ( 4) | 4.3 | .33 | ( ) | | | ( 3) | .2 | .01 | ( 1) | .5 | .02 |
| SUBTOTAL OPERATING | ( 5) | 19.0% | 1.49 | ( 6) | 17.2% | 1.28 | ( 3) | 7.3% | .44 | ( 3) | 12.7% | .44 |
| SECURITY** | ( 2) | .2 | .03 | ( 2) | .9 | .07 | ( ) | | | ( ) | | |
| GROUNDS MAINTENANCE** | ( 5) | .5 | .05 | ( 6) | .8 | .06 | ( 3) | .4 | .02 | ( 3) | 1.8 | .07 |
| MAINTENANCE-REPAIRS | ( 5) | 2.7 | .28 | ( 6) | 2.1 | .19 | ( 3) | 1.9 | .11 | ( 3) | 13.4 | .41 |
| PAINTING/DECORATING** | ( 5) | .8 | .07 | ( 6) | .5 | .04 | ( 3) | .3 | .02 | ( 3) | 4.3 | .15 |
| SUBTOTAL MAINTENANCE | ( 5) | 4.3% | .37 | ( 6) | 3.3% | .30 | ( 3) | 3.0% | .20 | ( 3) | 17.4% | .54 |
| REAL ESTATE TAXES | ( 5) | 5.5 | .36 | ( 6) | 5.4 | .38 | ( 3) | 4.9 | .29 | ( 3) | 9.1 | .28 |
| OTHER TAX/FEE/PERMIT | ( 5) | .2 | .02 | ( 5) | .7 | .04 | ( 1) | .1 | .01 | ( 3) | .1 | .00 |
| INSURANCE | ( 5) | 1.0 | .09 | ( 6) | 2.5 | .18 | ( 3) | 2.5 | .14 | ( 3) | 5.5 | .19 |
| SUBTOTAL TAX-INSURNCE | ( 5) | 7.7% | .52 | ( 6) | 8.3% | .59 | ( 3) | 7.3% | .43 | ( 3) | 14.5% | .44 |
| RECREATNL/AMENITIES** | ( ) | | | ( ) | | | ( ) | | | ( 1) | .0 | .00 |
| OTHER PAYROLL** | ( 5) | 1.4 | .12 | ( 5) | 5.2 | .43 | ( 3) | 4.4 | .29 | ( 2) | 12.7 | .39 |
| TOTAL ALL EXPENSES | ( 5) | 42.3% | 3.31 | ( 6) | 47.1% | 3.46 | ( 3) | 35.3% | 2.09 | ( 3) | 71.2% | 2.19 |
| NET OPERATING INCOME | ( 5) | 56.6% | 4.43 | ( 6) | 57.2% | 4.08 | ( 3) | 63.0% | 3.92 | ( 3) | 19.0% | .70 |
| PAYROLL RECAP** | ( 5) | 7.3 | .57 | ( 6) | 10.0 | .77 | ( 3) | 10.0 | .56 | ( 2) | 19.3 | .67 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

| | COLUMBIA, SC<br>GARDEN BUILDINGS<br>SECT. 8 - FAMILY | | | COLUMBIA, SC<br>GARDEN BUILDINGS<br>ALL FAMILY/NONELDERLY | | | | | | | COLUMBUS, OH<br>GARDEN BUILDINGS<br>SECTION 236 | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | 10 BLGS. 832 APTS.<br>713,103 SQ.FT. | | | 14 BUILDINGS 1,332 APARTMENTS<br>1,088,339 RENTABLE SQUARE FEET | | | | | | | 9 BLGS. 1,140 APTS.<br>938,719 SQ.FT. | | |
| | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | | BLDGS. | % GPTI MED | $/SQFT MED |
| | | | | | MED | LOW | HIGH | MED | LOW | HIGH | | | |
| INCOME | | | | | | | | | | | | | |
| RENTS-APARTMENTS | (10) | 98.2% | 5.75 | (14) | 98.2% | 96.7% | 98.6% | 4.77 | 3.44 | 5.88 | (9) | 97.4% | 3.50 |
| RENTS-GARAGE/PARKING | ( ) | | | ( ) | | | | | | | ( ) | | |
| RENTS-STORES/OFFICES | ( ) | | | ( ) | | | | | | | ( ) | | |
| GROSS POSSIBLE RENTS | (10) | 98.2% | 5.75 | (14) | 98.2% | 96.7% | 98.6% | 4.77 | 3.44 | 5.88 | (9) | 97.4% | 3.50 |
| VACANCIES/RENT LOSS | (9) | .7 | .04 | (13) | .9 | .7 | 1.8 | .04 | .03 | .07 | (9) | 1.0 | .04 |
| TOTAL RENTS COLLECTED | (10) | 96.1 | 5.75 | (14) | 96.1 | 91.6 | 97.9 | 4.80 | 3.40 | 5.82 | (9) | 96.8 | 3.48 |
| OTHER INCOME | (10) | 2.4 | .13 | (14) | 2.4 | 1.4 | 3.3 | .11 | .08 | .19 | (9) | 2.6 | .09 |
| GROSS POSSIBLE INCOME | (10) | 100.0% | 5.98 | (14) | 100.0% | 100.0% | 100.0% | 5.24 | 3.46 | 6.06 | (9) | 100.0% | 3.56 |
| TOTAL COLLECTIONS | (10) | 99.3 | 5.98 | (14) | 99.1 | 98.2 | 99.6 | 5.27 | 3.43 | 6.01 | (9) | 99.0 | 3.53 |
| EXPENSES | | | | | | | | | | | | | |
| MANAGEMENT FEE | (10) | 5.9 | .35 | (14) | 6.0 | 5.9 | 7.3 | .32 | .26 | .36 | (9) | 7.8 | .31 |
| OTHER ADMINISTRTVE.** | (10) | 7.2 | .35 | (14) | 7.9 | 5.4 | 9.5 | .34 | .29 | .50 | (9) | 9.0 | .31 |
| SUBTOTAL ADMINIST. | (10) | 13.1% | .76 | (14) | 14.0% | 11.3% | 17.7% | .67 | .61 | .77 | (9) | 17.2% | .61 |
| SUPPLIES | (10) | .2 | .01 | (14) | .2 | .1 | .6 | .01 | .00 | .02 | (9) | 1.1 | .04 |
| HEATING FUEL-CA ONLY* | (9) | .5 | .02 | (13) | .5 | .2 | .9 | .02 | .01 | .05 | (1) | .5 | .02 |
| CA & APTS.* | (1) | 5.1 | .17 | (1) | 5.1 | | | .17 | | | (6) | 9.6 | .42 |
| ELECTRICITY--CA ONLY* | (10) | .6 | .04 | (14) | .6 | .4 | .9 | .03 | .02 | .04 | (8) | 1.9 | .07 |
| CA & APTS.* | ( ) | | | ( ) | | | | | | | (1) | 7.2 | .20 |
| WATER/SEWER--CA ONLY* | (1) | .3 | .02 | (1) | .3 | | | .02 | | | ( ) | | |
| CA & APTS.* | (9) | 5.0 | .22 | (13) | 6.0 | 4.9 | 7.0 | .27 | .19 | .31 | (9) | 4.8 | .17 |
| GAS-----------CA ONLY* | (9) | .2 | .01 | (12) | .2 | .1 | .3 | .01 | .00 | .03 | (2) | 1.7 | .05 |
| CA & APTS.* | (1) | 4.7 | .16 | (2) | 4.7 | | | .16 | | | (3) | 5.5 | .19 |
| BUILDING SERVICES | (10) | 1.1 | .05 | (14) | 1.1 | .6 | 1.5 | .05 | .03 | .07 | (8) | .9 | .03 |
| OTHER OPERATING | (3) | .2 | .01 | (4) | .3 | | | .01 | | | (9) | .3 | .01 |
| SUBTOTAL OPERATING | (10) | 7.9% | .43 | (14) | 9.4% | 7.1% | 10.3% | .43 | .29 | .49 | (9) | 21.5% | .68 |
| SECURITY** | (1) | .1 | .01 | (1) | .1 | | | .01 | | | (7) | .4 | .02 |
| GROUNDS MAINTENANCE** | (9) | .8 | .05 | (13) | 1.4 | .7 | 3.0 | .06 | .04 | .12 | (9) | 3.5 | .13 |
| MAINTENANCE-REPAIRS | (10) | 4.2 | .24 | (14) | 5.9 | 3.5 | 8.4 | .24 | .18 | .38 | (9) | 3.5 | .13 |
| PAINTING/DECORATING** | (10) | 1.2 | .07 | (14) | 1.7 | 1.0 | 3.5 | .10 | .04 | .15 | (9) | 2.3 | .09 |
| SUBTOTAL MAINTENANCE | (10) | 8.6% | .41 | (14) | 10.8% | 5.9% | 11.9% | .47 | .32 | .54 | (9) | 10.3% | .36 |
| REAL ESTATE TAXES | (10) | 4.6 | .27 | (14) | 4.6 | 4.2 | 6.6 | .27 | .21 | .35 | (9) | 6.2 | .22 |
| OTHER TAX/FEE/PERMIT | (6) | .0 | .00 | (9) | .0 | | | .00 | | | (7) | 2.8 | .11 |
| INSURANCE | (10) | 2.7 | .16 | (14) | 3.8 | 1.5 | 5.5 | .17 | .09 | .19 | (9) | 2.8 | .10 |
| SUBTOTAL TAX-INSURNCE | (10) | 7.4% | .43 | (14) | 8.5% | 6.3% | 10.9% | .43 | .35 | .47 | (9) | 11.3% | .44 |
| RECREATNL/AMENITIES** | (1) | 1.5 | .07 | (2) | 1.5 | | | .07 | | | (7) | .4 | .01 |
| OTHER PAYROLL** | (8) | 7.6 | .40 | (11) | 7.1 | 5.1 | 7.7 | .34 | .24 | .40 | (8) | 6.2 | .25 |
| TOTAL ALL EXPENSES | (10) | 44.7% | 2.20 | (14) | 50.2% | 36.3% | 59.4% | 2.19 | 2.10 | 2.40 | (9) | 67.4% | 2.39 |
| NET OPERATING INCOME | (10) | 58.1% | 3.81 | (14) | 54.1% | 37.6% | 62.8% | 2.93 | 1.30 | 3.82 | (9) | 31.8% | 1.10 |
| PAYROLL RECAP** | (10) | 11.0 | .67 | (13) | 11.2 | 10.6 | 16.5 | .67 | .59 | .70 | (9) | 11.3 | .43 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

|  | COLUMBUS, OH |  |  | COLUMBUS, OH |  |  |  |  |  |  | DALLAS, TX |  |  |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
|  | GARDEN BUILDINGS SECT. 8 - FAMILY |  |  | GARDEN BUILDINGS ALL FAMILY/NONELDERLY |  |  |  |  |  |  | GARDEN BUILDINGS SECTION 221(D)3 |  |  |
|  | 3 BLGS. 447 APTS. 354,178 SQ.FT. |  |  | 12 BUILDINGS 1,587 APARTMENTS 1,292,897 RENTABLE SQUARE FEET |  |  |  |  |  |  | 5 BLGS. 1,096 APTS. 1,019,534 SQ.FT. |  |  |
|  | BLDGS. | % GPTI | $/SQFT | BLDGS. | -----% OF GPTI------ |  |  | ----$/SQ.FT.---- |  |  | BLDGS. | % GPTI | $/SQFT |
|  |  | MED | MED |  | MED | LOW | HIGH | MED | LOW | HIGH |  | MED | MED |
| INCOME |  |  |  |  |  |  |  |  |  |  |  |  |  |
| RENTS-APARTMENTS | ( 3) | 99.1% | 5.65 | ( 12) | 98.9% | 97.2% | 99.1% | 3.76 | 3.42 | 4.61 | ( 5) | 98.2% | 4.21 |
| RENTS-GARAGE/PARKING | ( ) |  |  | ( ) |  |  |  |  |  |  | ( ) |  |  |
| RENTS-STORES/OFFICES | ( ) |  |  | ( ) |  |  |  |  |  |  | ( ) |  |  |
| GROSS POSSIBLE RENTS | ( 3) | 99.1% | 5.65 | ( 12) | 98.9% | 97.2% | 99.1% | 3.76 | 3.42 | 4.61 | ( 5) | 98.2% | 4.21 |
| VACANCIES/RENT LOSS | ( 3) | .2 | .01 | ( 12) | .8 | .3 | 1.4 | .03 | .01 | .07 | ( 5) | 1.9 | .09 |
| TOTAL RENTS COLLECTED | ( 3) | 98.7 | 5.64 | ( 12) | 97.0 | 95.4 | 97.5 | 3.66 | 3.38 | 4.60 | ( 5) | 96.0 | 4.18 |
| OTHER INCOME | ( 3) | .9 | .06 | ( 12) | 2.6 | .9 | 2.8 | .09 | .04 | .13 | ( 5) | 1.8 | .08 |
| GROSS POSSIBLE INCOME | ( 3) | 100.0% | 5.67 | ( 12) | 100.0% | 100.0% | 100.0% | 3.93 | 3.54 | 4.79 | ( 5) | 100.0% | 4.29 |
| TOTAL COLLECTIONS | ( 3) | 99.8 | 5.67 | ( 12) | 99.6 | 98.6 | 99.7 | 3.84 | 3.52 | 4.79 | ( 5) | 98.1 | 4.26 |
| EXPENSES |  |  |  |  |  |  |  |  |  |  |  |  |  |
| MANAGEMENT FEE | ( 3) | 4.6 | .25 | ( 12) | 7.7 | 5.4 | 8.4 | .31 | .25 | .32 | ( 5) | 6.0 | .26 |
| OTHER ADMINISTRTVE.** | ( 3) | 7.2 | .37 | ( 12) | 7.6 | 7.2 | 10.0 | .35 | .30 | .38 | ( 5) | 6.3 | .27 |
| SUBTOTAL ADMINIST. | ( 3) | 12.0% | .62 | ( 12) | 16.6% | 12.1% | 17.6% | .62 | .58 | .65 | ( 5) | 12.4% | .53 |
| SUPPLIES | ( 3) | .6 | .03 | ( 12) | .9 | .6 | 1.3 | .04 | .03 | .05 | ( 5) | .3 | .01 |
| HEATING FUEL-CA ONLY* | ( 2) | 1.0 | .06 | ( 3) | .9 |  |  | .06 |  |  | ( 1) | .4 | .02 |
| CA & APTS.* | ( ) |  |  | ( 6) | 9.6 |  |  | .42 |  |  | ( 4) | 2.8 | .11 |
| ELECTRICITY--CA ONLY* | ( 3) | 1.0 | .06 | ( 11) | 1.6 | 1.0 | 2.0 | .07 | .05 | .07 | ( 1) | 1.3 | .06 |
| CA & APTS.* | ( ) |  |  | ( 1) | 7.2 |  |  | .20 |  |  | ( 4) | 12.6 | .51 |
| WATER/SEWER--CA ONLY* | ( 1) | 3.1 | .17 | ( 1) | 3.1 |  |  | .17 |  |  | ( ) |  |  |
| CA & APTS.* | ( 2) | 7.9 | .38 | ( 11) | 4.8 | 3.4 | 5.0 | .17 | .16 | .19 | ( 5) | 4.1 | .18 |
| GAS----------CA ONLY* | ( 1) | .3 | .02 | ( 3) | .3 |  |  | .02 |  |  | ( ) |  |  |
| CA & APTS.* | ( ) |  |  | ( 3) | 5.5 |  |  | .19 |  |  | ( 5) | 4.0 | .17 |
| BUILDING SERVICES | ( 2) | 1.9 | .09 | ( 10) | .9 |  |  | .05 |  |  | ( 5) | 1.4 | .06 |
| OTHER OPERATING | ( 2) | 1.1 | .06 | ( 11) | .3 | .2 | 1.1 | .01 | .01 | .06 | ( ) |  |  |
| SUBTOTAL OPERATING | ( 3) | 7.3% | .46 | ( 12) | 19.3% | 10.4% | 22.4% | .68 | .46 | .80 | ( 5) | 24.0% | 1.02 |
| SECURITY** | ( 2) | 1.5 | .09 | ( 9) | .4 |  |  | .02 |  |  | ( 3) | .0 | .00 |
| GROUNDS MAINTENANCE** | ( 3) | 1.5 | .09 | ( 12) | 3.5 | 2.5 | 3.6 | .12 | .10 | .14 | ( 5) | 3.3 | .14 |
| MAINTENANCE-REPAIRS | ( 3) | 4.0 | .23 | ( 12) | 4.0 | 2.7 | 5.5 | .19 | .11 | .28 | ( 5) | 5.9 | .26 |
| PAINTING/DECORATING** | ( 3) | 1.9 | .11 | ( 12) | 2.3 | 1.9 | 2.5 | .10 | .08 | .11 | ( 5) | 2.9 | .11 |
| SUBTOTAL MAINTENANCE | ( 3) | 6.9% | .39 | ( 12) | 10.3% | 7.8% | 11.8% | .39 | .30 | .65 | ( 5) | 13.6% | .56 |
| REAL ESTATE TAXES | ( 3) | 3.9 | .24 | ( 12) | 5.9 | 4.9 | 6.5 | .23 | .21 | .27 | ( 5) | 7.0 | .31 |
| OTHER TAX/FEE/PERMIT | ( 2) | 1.8 | .09 | ( 9) | 2.4 |  |  | .10 |  |  | ( 4) | 1.5 | .06 |
| INSURANCE | ( 3) | 2.0 | .12 | ( 12) | 2.8 | 2.5 | 3.3 | .10 | .09 | .12 | ( 5) | 3.2 | .14 |
| SUBTOTAL TAX-INSURNCE | ( 3) | 7.2% | .39 | ( 12) | 11.2% | 10.4% | 11.3% | .44 | .39 | .48 | ( 5) | 11.7% | .50 |
| RECREATNL/AMENITIES** | ( ) |  |  | ( 7) | .4 |  |  | .01 |  |  | ( ) |  |  |
| OTHER PAYROLL** | ( 2) | 5.5 | .31 | ( 10) | 6.0 |  |  | .25 |  |  | ( 5) | 5.7 | .23 |
| TOTAL ALL EXPENSES | ( 3) | 39.7% | 2.04 | ( 12) | 63.9% | 55.8% | 68.1% | 2.39 | 2.19 | 2.47 | ( 5) | 69.8% | 2.87 |
| NET OPERATING INCOME | ( 3) | 59.9% | 3.63 | ( 12) | 35.9% | 30.9% | 37.4% | 1.27 | .97 | 1.80 | ( 5) | 28.0% | 1.15 |
| PAYROLL RECAP** | ( 3) | 7.7 | .44 | ( 12) | 11.1 | 7.7 | 13.1 | .44 | .42 | .46 | ( 5) | 8.5 | .36 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix. Copyright © 1987, Institute of Real Estate Management.

| | DALLAS, TX<br>GARDEN BUILDINGS<br>SECTION 236 | | | DALLAS, TX<br>GARDEN BUILDINGS<br>ALL FAMILY/NONELDERLY | | | | | | | DAYTON, OH<br>LOW RISE BUILDINGS<br>SECT. 8 - ELDERLY/HAND. | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | 5 BLGS. 750 APTS.<br>659,486 SQ.FT. | | | 11 BUILDINGS 2,474 APARTMENTS<br>2,125,528 RENTABLE SQUARE FEET | | | | | | | 3 BLGS. 182 APTS.<br>104,807 SQ.FT. | | |
| | BLDGS. | % GPTI | $/SQFT | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | | BLDGS. | % GPTI | $/SQFT |
| | | MED | MED | | MED | LOW | HIGH | MED | LOW | HIGH | | MED | MED |
| INCOME | | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 5) | 98.3% | 4.03 | ( 11) | 98.2% | 97.6% | 98.3% | 4.21 | 3.79 | 4.39 | ( 3) | 98.5% | 9.68 |
| RENTS-GARAGE/PARKING | ( ) | | | ( ) | | | | | | | ( ) | | |
| RENTS-STORES/OFFICES | ( ) | | | ( ) | | | | | | | ( ) | | |
| GROSS POSSIBLE RENTS | ( 5) | 98.3% | 4.03 | ( 11) | 98.2% | 97.6% | 98.3% | 4.21 | 3.79 | 4.39 | ( 3) | 98.5% | 9.68 |
| VACANCIES/RENT LOSS | ( 5) | .8 | .04 | ( 11) | 1.9 | .7 | 3.7 | .09 | .03 | .14 | ( 3) | .2 | .02 |
| TOTAL RENTS COLLECTED | ( 5) | 96.8 | 4.02 | ( 11) | 96.0 | 93.9 | 97.0 | 4.14 | 3.65 | 4.22 | ( 3) | 98.3 | 9.67 |
| OTHER INCOME | ( 5) | 1.7 | .07 | ( 11) | 1.8 | 1.7 | 2.3 | .08 | .07 | .09 | ( 3) | 1.5 | .15 |
| GROSS POSSIBLE INCOME | ( 5) | 100.0% | 4.08 | ( 11) | 100.0% | 100.0% | 100.0% | 4.29 | 3.88 | 4.47 | ( 3) | 100.0% | 9.83 |
| TOTAL COLLECTIONS | ( 5) | 99.2 | 4.07 | ( 11) | 98.1 | 96.2 | 99.2 | 4.22 | 3.76 | 4.30 | ( 3) | 99.8 | 9.81 |
| EXPENSES | | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 5) | 6.2 | .25 | ( 11) | 6.0 | 5.1 | 6.4 | .26 | .23 | .26 | ( 3) | 4.8 | .47 |
| OTHER ADMINISTRTVE.** | ( 5) | 9.0 | .39 | ( 11) | 8.8 | 6.3 | 9.0 | .36 | .27 | .40 | ( 3) | 8.0 | .69 |
| SUBTOTAL ADMINIST. | ( 5) | 15.2% | .63 | ( 11) | 14.0% | 12.1% | 15.1% | .61 | .53 | .63 | ( 3) | 13.5% | 1.16 |
| SUPPLIES | ( 5) | .1 | .01 | ( 11) | .3 | .1 | .3 | .01 | .01 | .01 | ( 3) | .2 | .03 |
| HEATING FUEL-CA ONLY* | ( ) | | | ( 1) | .4 | | | .02 | | | ( 1) | 1.1 | .09 |
| CA & APTS.* | ( 5) | 3.0 | .11 | ( 10) | 3.0 | | | .11 | | | ( 2) | 5.6 | .62 |
| ELECTRICITY--CA ONLY* | ( ) | | | ( 2) | 1.3 | | | .06 | | | ( 1) | 2.4 | .21 |
| CA & APTS.* | ( 5) | 10.9 | .48 | ( 9) | 12.3 | | | .51 | | | ( 2) | 6.1 | .68 |
| WATER/SEWER--CA ONLY* | ( ) | | | ( ) | | | | | | | ( ) | | |
| CA & APTS.* | ( 5) | 6.9 | .31 | ( 11) | 4.4 | 3.4 | 6.9 | .18 | .15 | .31 | ( 3) | 2.0 | .18 |
| GAS----------CA ONLY* | ( ) | | | ( ) | | | | | | | ( ) | | |
| CA & APTS.* | ( 5) | 4.1 | .18 | ( 11) | 4.0 | 2.0 | 4.6 | .17 | .09 | .19 | ( 2) | 1.6 | .18 |
| BUILDING SERVICES | ( 5) | 1.6 | .06 | ( 11) | 1.5 | 1.3 | 1.8 | .06 | .05 | .07 | ( 3) | .6 | .07 |
| OTHER OPERATING | ( 2) | .3 | .01 | ( 3) | .1 | | | .00 | | | ( 3) | .2 | .02 |
| SUBTOTAL OPERATING | ( 5) | 28.8% | 1.29 | ( 11) | 28.1% | 23.0% | 28.8% | 1.14 | .99 | 1.15 | ( 3) | 12.4% | 1.23 |
| SECURITY** | ( 1) | .5 | .02 | ( 5) | .1 | | | .01 | | | ( 1) | .3 | .02 |
| GROUNDS MAINTENANCE** | ( 5) | 2.6 | .10 | ( 11) | 3.1 | 2.2 | 3.3 | .13 | .10 | .14 | ( 3) | 1.2 | .11 |
| MAINTENANCE-REPAIRS | ( 5) | 5.7 | .22 | ( 11) | 5.7 | 4.4 | 5.9 | .23 | .19 | .27 | ( 3) | 2.5 | .28 |
| PAINTING/DECORATING** | ( 5) | 2.4 | .09 | ( 11) | 2.4 | 1.1 | 2.9 | .10 | .06 | .13 | ( 3) | .5 | .05 |
| SUBTOTAL MAINTENANCE | ( 5) | 10.6% | .44 | ( 11) | 10.9% | 9.4% | 12.7% | .47 | .41 | .55 | ( 3) | 4.6% | .43 |
| REAL ESTATE TAXES | ( 5) | 8.3 | .33 | ( 11) | 7.5 | 6.9 | 8.2 | .33 | .31 | .34 | ( 3) | 4.1 | .40 |
| OTHER TAX/FEE/PERMIT | ( 1) | 1.1 | .05 | ( 6) | 1.5 | | | .06 | | | ( 3) | 1.7 | .17 |
| INSURANCE | ( 5) | 4.7 | .17 | ( 11) | 3.3 | 2.9 | 3.7 | .15 | .11 | .15 | ( 3) | 1.4 | .15 |
| SUBTOTAL TAX-INSURNCE | ( 5) | 13.8% | .53 | ( 11) | 11.7% | 9.6% | 13.0% | .52 | .43 | .53 | ( 3) | 7.1% | .71 |
| RECREATNL/AMENITIES** | ( 1) | .2 | .01 | ( 1) | .2 | | | .01 | | | ( 1) | .2 | .01 |
| OTHER PAYROLL** | ( 5) | 5.4 | .24 | ( 11) | 5.4 | 4.9 | 5.8 | .24 | .22 | .25 | ( 3) | 6.5 | .58 |
| TOTAL ALL EXPENSES | ( 5) | 76.0% | 3.01 | ( 11) | 70.8% | 64.8% | 73.9% | 2.91 | 2.71 | 3.01 | ( 3) | 42.5% | 4.18 |
| NET OPERATING INCOME | ( 5) | 21.5% | .83 | ( 11) | 26.8% | 21.5% | 28.6% | 1.15 | .83 | 1.32 | ( 3) | 57.3% | 5.64 |
| PAYROLL RECAP** | ( 5) | 10.6 | .43 | ( 11) | 9.0 | 8.4 | 10.0 | .40 | .36 | .43 | ( 3) | 7.8 | .86 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix. Copyright © 1987, Institute of Real Estate Management.

DENVER, CO
ELEVATOR BUILDINGS
SECT. 8 - ELDERLY/HAND.
14 BUILDINGS 1,420 APARTMENTS
794,201 RENTABLE SQUARE FEET

DENVER, CO
ELEVATOR BUILDINGS
ALL FAMILY/NONELDERLY
3 BLGS. 341 APTS.
185,499 SQ.FT.

DENVER, CO
LOW RISE BUILDINGS
SECTION 221(D)3
3 BLGS. 177 APTS.
133,281 SQ.FT.

| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | | BLDGS. | % GPTI | $/SQFT | BLDGS. | % GPTI | $/SQFT |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | MED | LOW | HIGH | MED | LOW | HIGH | | MED | MED | | MED | MED |
| INCOME | | | | | | | | | | | | | |
| RENTS-APARTMENTS | (14) | 99.4% | 94.6% | 99.7% | 11.50 | 10.69 | 12.88 | (3) | 97.0% | 5.57 | (3) | 97.4% | 8.02 |
| RENTS-GARAGE/PARKING | ( ) | | | | | | | (2) | 12.7 | .82 | ( ) | | |
| RENTS-STORES/OFFICES | (3) | 5.6 | | | .60 | | | (2) | .9 | .09 | ( ) | | |
| GROSS POSSIBLE RENTS | (14) | 99.5% | 99.2% | 99.7% | 12.23 | 10.69 | 12.88 | (3) | 98.5% | 6.21 | (3) | 97.4% | 8.02 |
| VACANCIES/RENT LOSS | (14) | .2 | .1 | .5 | .03 | .01 | .07 | (2) | 3.9 | .25 | (3) | .9 | .07 |
| TOTAL RENTS COLLECTED | (14) | 98.9 | 98.3 | 99.5 | 12.15 | 10.68 | 12.87 | (3) | 96.3 | 5.96 | (3) | 95.8 | 7.94 |
| OTHER INCOME | (13) | .5 | .3 | .8 | .05 | .05 | .10 | (3) | 1.5 | .16 | (3) | 2.6 | .19 |
| GROSS POSSIBLE INCOME | (14) | 100.0% | 100.0% | 100.0% | 12.29 | 10.72 | 12.90 | (3) | 100.0% | 6.46 | (3) | 100.0% | 8.29 |
| TOTAL COLLECTIONS | (14) | 99.8 | 99.5 | 99.9 | 12.20 | 10.70 | 12.89 | (3) | 97.5 | 6.21 | (3) | 99.1 | 8.22 |
| EXPENSES | | | | | | | | | | | | | |
| MANAGEMENT FEE | (14) | 6.0 | 5.0 | 6.1 | .64 | .60 | .77 | (3) | 7.4 | .64 | (3) | 5.0 | .40 |
| OTHER ADMINISTRTVE.** | (14) | 7.1 | 5.9 | 10.9 | 77 | .72 | 1.34 | (3) | 10.4 | .86 | (3) | 8.4 | .62 |
| SUBTOTAL ADMINIST. | (14) | 14.0% | 11.5% | 18.2% | 1.62 | 1.32 | 1.98 | (3) | 22.4% | 1.48 | (3) | 13.4% | .98 |
| SUPPLIES | (14) | .3 | .2 | .6 | .03 | .02 | .07 | (3) | .7 | .04 | (3) | .1 | .01 |
| HEATING FUEL-CA ONLY* | (1) | 1.1 | | | .13 | | | (1) | 2.3 | .23 | (1) | 4.5 | .37 |
| CA & APTS.* | (13) | 2.9 | 1.5 | 4.0 | .32 | .18 | .48 | (2) | 5.9 | .38 | (1) | 1.6 | .17 |
| ELECTRICITY--CA ONLY* | (7) | 2.2 | | | .23 | | | (1) | 3.8 | .39 | (2) | .5 | .05 |
| CA & APTS.* | (7) | 5.4 | | | .67 | | | (2) | 12.4 | .80 | (1) | 3.1 | .32 |
| WATER/SEWER--CA ONLY* | ( ) | | | | | | | ( ) | | | ( ) | | |
| CA & APTS.* | (14) | 1.2 | .8 | 1.9 | .12 | .10 | .21 | (3) | 2.5 | .16 | (3) | 2.1 | .15 |
| GAS----------CA ONLY* | (2) | 2.1 | | | .30 | | | (1) | .4 | .04 | (2) | 2.2 | .19 |
| CA & APTS.* | (11) | .8 | .7 | .9 | .11 | .07 | .11 | (2) | 3.3 | .19 | (1) | 1.0 | .10 |
| BUILDING SERVICES | (10) | .5 | | | .06 | | | (3) | 1.4 | .09 | (3) | .7 | .06 |
| OTHER OPERATING | (13) | .1 | .0 | .5 | .01 | .00 | .06 | (3) | .1 | .01 | (3) | .2 | .01 |
| SUBTOTAL OPERATING | (14) | 8.9% | 7.5% | 12.2% | 1.17 | .92 | 1.29 | (3) | 21.3% | 1.22 | (3) | 8.7% | .82 |
| SECURITY** | (12) | .2 | .1 | .2 | .02 | .01 | .02 | | | | | | |
| GROUNDS MAINTENANCE** | (14) | 1.0 | .4 | 1.0 | .12 | .05 | .13 | (3) | 1.3 | .07 | (1) | .1 | .01 |
| MAINTENANCE-REPAIRS | (14) | 3.4 | 2.3 | 4.9 | .44 | .24 | .49 | (3) | .4 | .04 | (3) | 2.2 | .19 |
| PAINTING/DECORATING** | (13) | .8 | .3 | 1.8 | .09 | .04 | .20 | (3) | 10.0 | .57 | (3) | 5.9 | .49 |
| SUBTOTAL MAINTENANCE | (14) | 5.2% | 4.1% | 7.5% | .56 | .51 | .78 | (3) | 1.2 | .11 | (3) | 1.9 | .16 |
| | | | | | | | | (3) | 12.8% | .82 | (3) | 10.0% | .83 |
| REAL ESTATE TAXES | (10) | 5.7 | | | .63 | | | (3) | 7.6 | .49 | (2) | 3.5 | .29 |
| OTHER TAX/FEE/PERMIT | (5) | .4 | | | .05 | | | (2) | .5 | .03 | (3) | .4 | .03 |
| INSURANCE | (14) | 1.1 | .8 | 1.9 | .14 | .09 | .26 | (3) | 2.5 | .26 | (3) | 3.7 | .31 |
| SUBTOTAL TAX-INSURNCE | (14) | 5.6% | 3.8% | 6.9% | .65 | .42 | .74 | (3) | 12.1% | .70 | (3) | 6.8% | .62 |
| RECREATNL/AMENITIES** | (2) | .9 | | | .11 | | | ( ) | | | ( ) | | |
| OTHER PAYROLL** | (13) | 2.2 | 1.9 | 3.7 | .27 | .24 | .40 | (3) | 2.6 | .27 | (1) | 2.2 | .23 |
| TOTAL ALL EXPENSES | (14) | 34.6% | 31.2% | 47.2% | 4.41 | 3.72 | 5.05 | (3) | 75.0% | 4.31 | (3) | 40.2% | 2.95 |
| NET OPERATING INCOME | (14) | 65.3% | 52.8% | 68.5% | 7.02 | 5.65 | 8.48 | (3) | 22.5% | 1.32 | (3) | 57.8% | 4.78 |
| PAYROLL RECAP** | (13) | 8.1 | 6.5 | 11.5 | .94 | .48 | 1.50 | (3) | 10.9 | .95 | (2) | 4.4 | .46 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix. Copyright © 1987, Institute of Real Estate Management.

| | DENVER, CO<br>LOW RISE BUILDINGS<br>ALL FAMILY/NONELDERLY | | | DENVER, CO<br>GARDEN BUILDINGS<br>SECT. 8 - ELDERLY/HAND | | | DENVER, CO<br>GARDEN BUILDINGS<br>SECT. 8 - FAMILY | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | 5 BLGS. 370 APTS.<br>279,047 SQ.FT. | | | 3 BLGS. 138 APTS.<br>76,080 SQ.FT. | | | 12 BUILDINGS 668 APARTMENTS<br>566,503 RENTABLE SQUARE FEET | | | | | | |
| | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
| | | | | | | | | MED | LOW | HIGH | MED | LOW | HIGH |
| INCOME | | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 5) | 99.3% | 8.02 | ( 3) | 99.6% | 10.22 | ( 12) | 99.1% | 98.9% | 99.3% | 8.79 | 6.95 | 9.02 |
| RENTS-GARAGE/PARKING | ( ) | | | ( ) | | | ( ) | | | | | | |
| RENTS-STORES/OFFICES | ( ) | | | ( ) | | | ( ) | | | | | | |
| GROSS POSSIBLE RENTS | ( 5) | 99.3% | 8.02 | ( 3) | 99.6% | 10.22 | ( 12) | 99.1% | 98.9% | 99.3% | 8.79 | 6.95 | 9.02 |
| VACANCIES/RENT LOSS | ( 5) | 1.8 | .11 | ( 3) | .3 | .04 | ( 12) | .8 | .7 | 2.3 | .07 | .05 | .26 |
| TOTAL RENTS COLLECTED | ( 5) | 97.4 | 7.94 | ( 3) | 99.3 | 10.18 | ( 12) | 98.2 | 96.5 | 98.6 | 8.71 | 6.89 | 8.98 |
| OTHER INCOME | ( 5) | .7 | .06 | ( 3) | .4 | .04 | ( 11) | 1.0 | .7 | 1.1 | .08 | .07 | .10 |
| GROSS POSSIBLE INCOME | ( 5) | 100.0% | 8.29 | ( 3) | 100.0% | 10.26 | ( 12) | 100.0% | 100.0% | 100.0% | 8.89 | 7.03 | 9.07 |
| TOTAL COLLECTIONS | ( 5) | 98.2 | 8.22 | ( 3) | 99.7 | 10.22 | ( 12) | 99.2 | 97.7 | 99.3 | 8.81 | 6.97 | 9.04 |
| EXPENSES | | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 5) | 5.3 | .40 | ( 3) | 5.2 | .65 | ( 12) | 5.6 | 5.0 | 6.0 | .44 | .40 | .53 |
| OTHER ADMINISTRTVE.** | ( 5) | 8.4 | .62 | ( 3) | 11.0 | 1.13 | ( 12) | 8.2 | 6.9 | 8.4 | .72 | .49 | .79 |
| SUBTOTAL ADMINIST. | ( 5) | 13.6% | .98 | ( 3) | 17.7% | 1.70 | ( 12) | 13.3% | 12.1% | 14.4% | 1.17 | .89 | 1.38 |
| SUPPLIES | ( 5) | .1 | .01 | ( 3) | .3 | .03 | ( 11) | .3 | .1 | .3 | .02 | .01 | .03 |
| HEATING FUEL-CA ONLY* | ( 1) | 4.5 | .37 | ( ) | | | ( 4) | .2 | | | .01 | | |
| CA & APTS.* | ( 3) | 4.1 | .24 | ( 3) | 2.7 | .28 | ( 6) | 3.1 | | | .23 | | |
| ELECTRICITY--CA ONLY* | ( 2) | .5 | .05 | ( 3) | 1.6 | .17 | ( 11) | 1.0 | .6 | 1.3 | .09 | .05 | .11 |
| CA & APTS.* | ( 3) | 6.0 | .35 | ( ) | | | ( 1) | 4.1 | | | .39 | | |
| WATER/SEWER--CA ONLY* | ( ) | | | ( ) | | | ( ) | | | | | | |
| CA & APTS.* | ( 5) | 2.1 | .17 | ( 3) | 2.7 | .27 | ( 12) | 3.6 | 2.9 | 4.7 | .31 | .26 | .33 |
| GAS----------CA ONLY* | ( 2) | 2.2 | .19 | ( ) | | | ( 5) | .1 | | | .01 | | |
| CA & APTS.* | ( 3) | 1.8 | .12 | ( 3) | 1.1 | .15 | ( 6) | 2.9 | | | .21 | | |
| BUILDING SERVICES | ( 4) | .9 | .06 | ( 3) | 1.1 | .11 | ( 12) | 1.0 | .9 | 1.1 | .09 | .08 | .09 |
| OTHER OPERATING | ( 5) | .2 | .01 | ( 1) | .2 | .02 | ( 7) | .0 | | | .00 | | |
| SUBTOTAL OPERATING | ( 5) | 9.9% | .91 | ( 3) | 10.0% | .96 | ( 12) | 8.5% | 7.1% | 10.9% | .82 | .56 | .92 |
| SECURITY** | ( 2) | 1.3 | .11 | ( ) | | | ( 2) | .4 | | | .03 | | |
| GROUNDS MAINTENANCE** | ( 5) | 2.2 | .19 | ( 3) | 1.9 | .26 | ( 12) | 2.9 | 1.9 | 3.7 | .26 | .18 | .31 |
| MAINTENANCE-REPAIRS | ( 5) | 5.9 | .49 | ( 3) | 1.0 | .12 | ( 12) | 2.7 | 1.7 | 4.9 | .31 | .15 | .36 |
| PAINTING/DECORATING** | ( 4) | 4.9 | .36 | ( 3) | 1.2 | .16 | ( 12) | 2.0 | 1.0 | 2.9 | .17 | .09 | .20 |
| SUBTOTAL MAINTENANCE | ( 5) | 11.3% | .83 | ( 3) | 3.9% | .54 | ( 12) | 7.5% | 6.2% | 10.4% | .67 | .59 | .82 |
| REAL ESTATE TAXES | ( 4) | 3.5 | .29 | ( 3) | 5.5 | .56 | ( 12) | 6.2 | 5.1 | 7.0 | .50 | .44 | .61 |
| OTHER TAX/FEE/PERMIT | ( 4) | .4 | .04 | ( ) | | | ( ) | | | | | | |
| INSURANCE | ( 5) | 3.7 | .31 | ( 3) | 1.2 | .13 | ( 12) | 1.4 | 1.1 | 1.6 | .11 | .08 | .12 |
| SUBTOTAL TAX-INSURNCE | ( 5) | 7.0% | .62 | ( 3) | 6.7% | .69 | ( 12) | 7.7% | 6.7% | 8.2% | .66 | .53 | .74 |
| RECREATNL/AMENITIES** | ( ) | | | ( ) | | | ( ) | | | | | | |
| OTHER PAYROLL** | ( 3) | 7.6 | .67 | ( 2) | 2.7 | .38 | ( 11) | 3.0 | 1.6 | 3.5 | .27 | .14 | .28 |
| TOTAL ALL EXPENSES | ( 5) | 41.5% | 3.44 | ( 3) | 35.6% | 4.92 | ( 12) | 42.9% | 37.7% | 45.7% | 3.59 | 3.02 | 3.72 |
| NET OPERATING INCOME | ( 5) | 57.6% | 4.24 | ( 3) | 63.5% | 6.07 | ( 12) | 59.5% | 49.3% | 61.7% | 5.05 | 3.87 | 5.38 |
| PAYROLL RECAP** | ( 4) | 15.1 | 1.08 | ( 3) | 7.2 | 1.00 | ( 12) | 9.5 | 7.3 | 9.8 | .82 | .64 | .86 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

**SELECTED METROPOLITAN AREAS**
**U.S.A.**

## MEDIAN INCOME AND OPERATING COSTS

**BY BUILDING TYPE AND SUBSIDY TYPE**

| | DENVER, CO<br>GARDEN BUILDINGS<br>ALL FAMILY/NONELDERLY<br>13 BUILDINGS 867 APARTMENTS<br>732,482 RENTABLE SQUARE FEET | | | | | | | DES MOINES, IA<br>LOW RISE BUILDINGS<br>ALL ELDERLY/HANDICAPPEI<br>3 BLGS 161 APTS.<br>64,200 SQ.FT. | | | DETROIT, MI<br>ELEVATOR BUILDINGS<br>SECT. 8 - ELDERLY/HAND.<br>3 BLGS. 693 APTS.<br>571,335 SQ.FT. | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | | BLDGS. | % GPTI | $/SQFT | BLDGS. | % GPTI | $/SQFT |
| | | MED | LOW | HIGH | MED | LOW | HIGH | | MED | MED | | MED | MED |
| INCOME | | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 13) | 99.0% | 98.9% | 99.3% | 8.75 | 6.61 | 9.02 | ( 3) | 98.6% | 9.24 | ( 3) | 99.1% | 7.53 |
| RENTS-GARAGE/PARKING | ( ) | | | | | | | ( ) | | | ( ) | | |
| RENTS-STORES/OFFICES | ( 1) | .2 | | | .01 | | | ( ) | | | ( ) | | |
| GROSS POSSIBLE RENTS | ( 13) | 99.1% | 98.9% | 99.3% | 8.75 | 6.61 | 9.02 | ( 3) | 98.6% | 9.24 | ( 3) | 99.1% | 7.53 |
| VACANCIES/RENT LOSS | ( 13) | .8 | .7 | 3.4 | .07 | .05 | .26 | ( 2) | 3.6 | .26 | ( 3) | 1.1 | .07 |
| TOTAL RENTS COLLECTED | ( 13) | 98.1 | 95.8 | 98.6 | 8.68 | 6.56 | 8.98 | ( 3) | 96.2 | 9.17 | ( 3) | 97.7 | 7.38 |
| OTHER INCOME | ( 12) | 1.0 | .8 | 1.1 | .08 | .07 | .10 | ( 3) | 1.4 | .13 | ( 3) | .9 | .08 |
| GROSS POSSIBLE INCOME | ( 13) | 100.0% | 100.0% | 100.0% | 8.84 | 6.68 | 9.07 | ( 3) | 100.0% | 9.38 | ( 3) | 100.0% | 7.56 |
| TOTAL COLLECTIONS | ( 13) | 99.2 | 96.6 | 99.3 | 8.78 | 6.63 | 9.04 | ( 3) | 99.2 | 9.30 | ( 3) | 98.9 | 7.41 |
| EXPENSES | | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 13) | 5.6 | 5.0 | 6.0 | .44 | .39 | .53 | ( 2) | 5.9 | .55 | ( 3) | 3.5 | .25 |
| OTHER ADMINISTRTVE.** | ( 13) | 8.2 | 6.9 | 8.8 | .66 | .49 | .79 | ( 2) | 5.1 | .47 | ( 3) | 3.6 | .31 |
| SUBTOTAL ADMINIST. | ( 13) | 13.3% | 12.1% | 15.2% | 1.10 | .89 | 1.38 | ( 2) | 11.0% | 1.03 | ( 3) | 7.1% | .56 |
| SUPPLIES | ( 12) | .3 | .1 | .3 | .02 | .01 | .03 | ( 2) | .2 | .02 | ( 3) | 1.2 | .08 |
| HEATING FUEL-CA ONLY* | ( 4) | .2 | | | .01 | | | ( ) | | | ( 2) | 2.0 | .13 |
| CA & APTS.* | ( 7) | 3.1 | | | .23 | | - | ( 3) | 3.5 | .26 | ( 1) | 4.8 | .36 |
| ELECTRICITY--CA ONLY* | ( 12) | 1.0 | .8 | 1.3 | .09 | .05 | .11 | ( 1) | .8 | .06 | ( 2) | 3.0 | .20 |
| CA & APTS.* | ( 1) | 4.1 | | | .39 | | | ( 2) | 6.8 | .72 | ( 1) | 8.3 | .63 |
| WATER/SEWER--CA ONLY* | ( ) | | | | | | | ( ) | | | ( ) | | |
| CA & APTS.* | ( 13) | 3.2 | 2.9 | 4.7 | .31 | .26 | .33 | ( 3) | 1.4 | .11 | ( 3) | 2.0 | .13 |
| GAS----------CA ONLY* | ( 5) | .1 | | | .01 | | | ( ) | | | ( 2) | .9 | .06 |
| CA & APTS.* | ( 7) | 2.8 | | | .17 | | | ( 3) | .8 | .08 | ( 1) | 1.1 | .08 |
| BUILDING SERVICES | ( 13) | 1.0 | .9 | 1.2 | .08 | .08 | .09 | ( 2) | 1.7 | .18 | ( 3) | 1.0 | .09 |
| OTHER OPERATING | ( 8) | .0 | | | .00 | | | ( 2) | .3 | .03 | ( 2) | 4.0 | .30 |
| SUBTOTAL OPERATING | ( 13) | 8.5% | 7.1% | 11.6% | .73 | .56 | .92 | ( 3) | 12.5% | 1.32 | ( 3) | 12.9% | .84 |
| SECURITY** | ( 2) | .4 | | | .03 | | | ( ) | | | ( 2) | 3.2 | .21 |
| GROUNDS MAINTENANCE** | ( 13) | 2.9 | 1.9 | 3.7 | .26 | .18 | .31 | ( 3) | 1.1 | .08 | ( 3) | 1.3 | .10 |
| MAINTENANCE-REPAIRS | ( 13) | 2.7 | 1.7 | 4.9 | .25 | .12 | .36 | ( 3) | 1.7 | .18 | ( 3) | 2.2 | .14 |
| PAINTING/DECORATING** | ( 13) | 2.0 | 1.0 | 3.0 | .17 | .09 | .25 | ( 3) | .6 | .06 | ( 3) | 1.2 | .08 |
| SUBTOTAL MAINTENANCE | ( 13) | 7.5% | 6.2% | 11.4% | .67 | .59 | .82 | ( 3) | 3.5% | .37 | ( 3) | 5.7% | .43 |
| REAL ESTATE TAXES | ( 13) | 6.2 | 5.1 | 7.1 | .45 | .43 | .61 | ( 2) | 10.5 | .99 | ( 3) | 5.2 | .33 |
| OTHER TAX/FEE/PERMIT | ( ) | | | | | | | ( ) | | | ( 2) | .8 | .05 |
| INSURANCE | ( 13) | 1.4 | 1.1 | 1.8 | .11 | .08 | .14 | ( 3) | 1.0 | .07 | ( 3) | 1.2 | .11 |
| SUBTOTAL TAX-INSURNCE | ( 13) | 7.7% | 6.7% | 8.7% | .62 | .53 | .74 | ( 3) | 10.7% | .79 | ( 3) | 9.3% | .60 |
| RECREATNL/AMENITIES** | ( ) | | | | | | | ( ) | | | ( ) | | |
| OTHER PAYROLL** | ( 12) | 3.1 | 1.8 | 3.9 | .27 | .15 | .28 | ( 2) | 2.3 | .25 | ( 3) | 2.1 | .19 |
| TOTAL ALL EXPENSES | ( 13) | 42.9% | 37.7% | 48.3% | 3.51 | 3.02 | 3.72 | ( 3) | 26.9% | 2.71 | ( 3) | 41.3% | 2.77 |
| NET OPERATING INCOME | ( 13) | 56.2% | 47.0% | 61.7% | 4.48 | 3.34 | 5.38 | ( 3) | 69.5% | 5.53 | ( 3) | 57.2% | 4.29 |
| PAYROLL RECAP** | ( 13) | 9.5 | 7.3 | 9.8 | .79 | .64 | .86 | ( 2) | 4.9 | .52 | ( 3) | 5.3 | .40 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix. Copyright © 1987, Institute of Real Estate Management.

**SELECTED METROPOLITAN AREAS**
**U.S.A.**

## MEDIAN INCOME AND OPERATING COSTS

**BY BUILDING TYPE AND**
**SUBSIDY TYPE**

| | DETROIT, MI | | | DULUTH, MN | | | DULUTH, MN | | | ERIE, PA | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | GARDEN BUILDINGS ALL FAMILY/NONELDERLY | | | ELEVATOR BUILDINGS | | | LOW RISE BUILDINGS | | | ELEVATOR BUILDINGS SECT. 8 - ELDERLY/HAND. | | |
| | 3 BLGS. 373 APTS. 294,848 SQ.FT. | | | 3 BLGS. 456 APTS. 366,753 SQ.FT. | | | 3 BLGS. 144 APTS. 92,734 SQ.FT. | | | 5 BLGS. 578 APTS. 443,867 SQ.FT. | | |
| | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED |
| INCOME | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 3) | 96.6% | 5.41 | ( 3) | 96.4% | 5.32 | ( 3) | 97.6% | 7.92 | ( 5) | 95.6% | 7.59 |
| RENTS-GARAGE/PARKING | ( ) | | | ( 1) | .5 | .05 | ( 3) | 1.1 | .06 | ( 3) | .2 | .01 |
| RENTS-STORES/OFFICES | ( ) | | | ( 2) | 4.7 | .26 | ( ) | | | ( 4) | 20.6 | 1.24 |
| GROSS POSSIBLE RENTS | ( 3) | 96.6% | 5.41 | ( 3) | 99.4% | 5.50 | ( 3) | 98.7% | 8.01 | ( 5) | 99.4% | 7.87 |
| VACANCIES/RENT LOSS | ( 3) | 1.4 | .09 | ( 3) | .1 | .00 | ( 3) | 3.7 | .30 | ( 5) | .6 | .05 |
| TOTAL RENTS COLLECTED | ( 3) | 97.7 | 5.41 | ( 3) | 99.3 | 5.49 | ( 3) | 95.0 | 7.74 | ( 5) | 98.3 | 7.86 |
| OTHER INCOME | ( 3) | 3.4 | .16 | ( 3) | .6 | .04 | ( 3) | 1.3 | .09 | ( 5) | .6 | .06 |
| GROSS POSSIBLE INCOME | ( 3) | 100.0% | 5.54 | ( 3) | 100.0% | 5.53 | ( 3) | 100.0% | 8.10 | ( 5) | 100.0% | 7.91 |
| TOTAL COLLECTIONS | ( 3) | 100.0 | 5.54 | ( 3) | 99.9 | 5.52 | ( 3) | 96.3 | 7.85 | ( 5) | 99.4 | 7.90 |
| EXPENSES | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 3) | 4.5 | .21 | ( 3) | 5.5 | .50 | ( 3) | 7.4 | .46 | ( 5) | 5.0 | .49 |
| OTHER ADMINISTRTVE.** | ( 3) | 4.9 | .27 | ( 3) | 1.0 | .07 | ( 3) | 2.6 | .18 | ( 5) | 7.7 | .58 |
| SUBTOTAL ADMINIST. | ( 3) | 9.4% | .59 | ( 3) | 6.3% | .58 | ( 3) | 10.6% | .64 | ( 5) | 12.6% | 1.00 |
| SUPPLIES | ( 3) | .3 | .01 | ( 3) | .2 | .02 | ( 3) | .2 | .01 | ( 5) | .4 | .02 |
| HEATING FUEL-CA ONLY* | ( 2) | .7 | .05 | ( ) | | | ( 2) | 1.5 | .12 | ( 1) | .9 | .10 |
| CA & APTS.* | ( 1) | 9.3 | .43 | ( 3) | 5.7 | .39 | ( 1) | 10.9 | .88 | ( 4) | 7.9 | .50 |
| ELECTRICITY--CA ONLY* | ( 3) | 2.2 | .12 | ( 2) | 3.5 | .20 | ( 3) | 4.3 | .23 | ( 3) | 2.8 | .31 |
| CA & APTS.* | ( ) | | | ( 1) | 6.3 | .35 | ( ) | | | ( 2) | 11.9 | .67 |
| WATER/SEWER--CA ONLY* | ( ) | | | ( 1) | 2.0 | .20 | ( ) | | | ( ) | | |
| CA & APTS.* | ( 3) | 4.2 | .23 | ( 2) | 3.7 | .21 | ( 3) | 3.0 | .16 | ( 5) | 1.2 | .07 |
| GAS----------CA ONLY* | ( 2) | .9 | .06 | ( ) | | | ( ) | | | ( ) | | |
| CA & APTS.* | ( 1) | .3 | .01 | ( 3) | 4.3 | .28 | ( 1) | 5.1 | .28 | ( ) | | |
| BUILDING SERVICES | ( 3) | 1.2 | .07 | ( 3) | 1.2 | .07 | ( 3) | .8 | .06 | ( 5) | .4 | .03 |
| OTHER OPERATING | ( ) | | | ( 3) | .1 | .01 | ( 3) | .0 | .00 | ( ) | | |
| SUBTOTAL OPERATING | ( 3) | 8.9% | .60 | ( 3) | 17.6% | 1.12 | ( 3) | 14.7% | .80 | ( 5) | 13.4% | 1.06 |
| SECURITY** | ( 1) | .1 | .01 | ( 3) | .0 | .00 | ( ) | | | ( 4) | .0 | .00 |
| GROUNDS MAINTENANCE** | ( 3) | 2.3 | .10 | ( 3) | .9 | .05 | ( 3) | .7 | .05 | ( 5) | .5 | .04 |
| MAINTENANCE-REPAIRS | ( 3) | 2.3 | .15 | ( 3) | 3.6 | .20 | ( 3) | 2.8 | .22 | ( 5) | 8.9 | .51 |
| PAINTING/DECORATING** | ( 3) | 8.1 | .45 | ( 3) | .6 | .03 | ( 3) | .4 | .03 | ( 5) | 1.4 | .14 |
| SUBTOTAL MAINTENANCE | ( 3) | 13.5% | .74 | ( 3) | 6.6% | .37 | ( 3) | 3.8% | .30 | ( 5) | 12.3% | .80 |
| REAL ESTATE TAXES | ( 3) | 10.5 | .70 | ( 3) | 6.9 | .68 | ( 3) | 10.3 | .84 | ( 5) | 7.5 | .84 |
| OTHER TAX/FEE/PERMIT | ( 3) | .3 | .02 | ( 3) | 2.2 | .12 | ( 3) | 2.8 | .21 | ( 1) | .0 | .00 |
| INSURANCE | ( 3) | 2.0 | .13 | ( 3) | 3.5 | .33 | ( 3) | 2.0 | .16 | ( 5) | 1.9 | .15 |
| SUBTOTAL TAX-INSURNCE | ( 3) | 13.3% | .90 | ( 3) | 13.7% | .88 | ( 3) | 16.8% | 1.19 | ( 5) | 9.5% | 1.05 |
| RECREATNL/AMENITIES** | ( ) | | | ( 2) | .4 | .04 | ( 1) | .5 | .04 | ( ) | | |
| OTHER PAYROLL** | ( 1) | 3.3 | .23 | ( 3) | 5.3 | .30 | ( 3) | 7.0 | .57 | ( 5) | 3.5 | .19 |
| TOTAL ALL EXPENSES | ( 3) | 48.5% | 2.89 | ( 3) | 49.7% | 3.69 | ( 3) | 56.6% | 3.64 | ( 5) | 44.5% | 3.91 |
| NET OPERATING INCOME | ( 3) | 54.1% | 2.65 | ( 3) | 50.3% | 2.78 | ( 3) | 35.2% | 2.82 | ( 5) | 55.2% | 4.33 |
| PAYROLL RECAP** | ( 3) | 12.4 | .57 | ( 3) | 5.3 | .31 | ( 3) | 7.2 | .58 | ( 5) | 5.8 | .40 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

| | ERIE, PA | | | FAYETTEVILLE, NC | | | FRESNO, CA | | | FRESNO, CA | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | GARDEN BUILDINGS<br>SECT. 8 - FAMILY | | | GARDEN BUILDINGS<br>ALL FAMILY/NONELDERLY | | | GARDEN BUILDINGS<br>SECT. 8 - FAMILY | | | GARDEN BUILDINGS<br>ALL FAMILY/NONELDERLY | | |
| | 3 BLGS. 250 APTS.<br>218,945 SQ.FT. | | | 3 BLGS. 284 APTS.<br>260,024 SQ.FT. | | | 4 BLGS. 200 APTS.<br>209,340 SQ.FT. | | | 6 BLGS. 450 APTS.<br>446,310 SQ.FT. | | |
| | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED |
| INCOME | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 3) | 99.0% | 6.57 | ( 3) | 97.2% | 4.68 | ( 4) | 95.2% | 4.16 | ( 6) | 98.5% | 3.49 |
| RENTS-GARAGE/PARKING | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| RENTS-STORES/OFFICES | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| GROSS POSSIBLE RENTS | ( 3) | 99.0% | 6.57 | ( 3) | 97.2% | 4.68 | ( 4) | 95.2% | 4.16 | ( 6) | 98.5% | 3.49 |
| VACANCIES/RENT LOSS | ( 3) | .5 | .03 | ( 3) | .8 | .03 | ( 4) | 6.1 | .19 | ( 6) | 6.1 | .19 |
| TOTAL RENTS COLLECTED | ( 3) | 98.6 | 6.54 | ( 3) | 96.4 | 4.64 | ( 4) | 90.7 | 4.06 | ( 6) | 90.7 | 3.34 |
| OTHER INCOME | ( 3) | 1.0 | .07 | ( 3) | 2.8 | .13 | ( 4) | 5.0 | .20 | ( 6) | 4.8 | .15 |
| GROSS POSSIBLE INCOME | ( 3) | 100.0% | 6.64 | ( 3) | 100.0% | 4.86 | ( 4) | 100.0% | 4.21 | ( 6) | 100.0% | 3.69 |
| TOTAL COLLECTIONS | ( 3) | 99.5 | 6.61 | ( 3) | 99.2 | 4.82 | ( 4) | 96.1 | 4.11 | ( 6) | 96.1 | 3.54 |
| EXPENSES | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 3) | 5.9 | .39 | ( 3) | 6.5 | .29 | ( 4) | 6.4 | .25 | ( 6) | 5.9 | .20 |
| OTHER ADMINISTRTVE.** | ( 3) | 6.8 | .46 | ( 3) | 6.2 | .32 | ( 4) | 12.1 | .40 | ( 6) | 12.1 | .40 |
| SUBTOTAL ADMINIST. | ( 3) | 12.1% | .92 | ( 3) | 13.8% | .67 | ( 4) | 18.5% | .65 | ( 6) | 18.5% | .65 |
| SUPPLIES | ( 3) | .2 | .02 | ( 3) | .1 | .01 | ( 3) | .3 | .01 | ( 5) | .3 | .01 |
| HEATING FUEL-CA ONLY* | ( 2) | .6 | .07 | ( 3) | .9 | .04 | ( ) | | | ( ) | | |
| CA & APTS.* | ( 1) | 13.8 | .89 | ( ) | | | ( ) | | | ( 2) | 9.4 | .29 |
| ELECTRICITY--CA ONLY* | ( 3) | 1.0 | .11 | ( 3) | .4 | .02 | ( 1) | .0 | .00 | ( 3) | 1.7 | .05 |
| CA & APTS.* | ( ) | | | ( ) | | | ( 3) | 2.2 | .10 | ( 3) | 2.2 | .10 |
| WATER/SEWER--CA ONLY* | ( ) | | | ( 2) | .7 | .03 | ( ) | | | ( ) | | |
| CA & APTS.* | ( 3) | 3.4 | .22 | ( 1) | 13.0 | .44 | ( 4) | 5.5 | .20 | ( 6) | 3.4 | .18 |
| GAS----------CA ONLY* | ( ) | | | ( 1) | .1 | .01 | ( 3) | .2 | .01 | ( 3) | .2 | .01 |
| CA & APTS.* | ( ) | | | ( ) | | | ( ) | | | ( 2) | 7.7 | .24 |
| BUILDING SERVICES | ( 3) | 1.2 | .09 | ( 2) | 2.3 | .11 | ( ) | | | ( 2) | 2.7 | .08 |
| OTHER OPERATING | ( ) | | | ( 3) | .4 | .02 | ( 3) | 3.7 | .13 | ( 4) | 3.7 | .13 |
| SUBTOTAL OPERATING | ( 3) | 7.8% | .51 | ( 3) | 4.9% | .24 | ( 4) | 12.2% | .50 | ( 6) | 13.8% | .51 |
| SECURITY** | ( ) | | | ( ) | | | ( 1) | 1.1 | .05 | ( 3) | 1.1 | .05 |
| GROUNDS MAINTENANCE** | ( 3) | 4.0 | .28 | ( 3) | 2.0 | .11 | ( 4) | 5.7 | .22 | ( 6) | 5.7 | .22 |
| MAINTENANCE-REPAIRS | ( 3) | 4.6 | .31 | ( 3) | 5.5 | .22 | ( 4) | 6.2 | .27 | ( 6) | 6.2 | .27 |
| PAINTING/DECORATING** | ( 3) | 3.1 | .27 | ( 3) | 1.2 | .05 | ( 4) | 1.1 | .04 | ( 6) | 2.8 | .12 |
| SUBTOTAL MAINTENANCE | ( 3) | 12.8% | .85 | ( 3) | 8.3% | .39 | ( 4) | 13.2% | .54 | ( 6) | 15.4% | .54 |
| REAL ESTATE TAXES | ( 3) | 7.0 | .45 | ( 3) | 4.9 | .21 | ( 4) | 7.1 | .30 | ( 6) | 4.7 | .30 |
| OTHER TAX/FEE/PERMIT | ( 3) | .8 | .06 | ( ) | | | ( 3) | .1 | .00 | ( 3) | .1 | .00 |
| INSURANCE | ( 3) | 2.4 | .19 | ( 3) | 2.6 | .12 | ( 4) | 2.3 | .08 | ( 6) | 2.3 | .08 |
| SUBTOTAL TAX-INSURNCE | ( 3) | 11.5% | .74 | ( 3) | 7.0% | .35 | ( 4) | 9.0% | .39 | ( 6) | 9.0% | .38 |
| RECREATNL/AMENITIES** | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| OTHER PAYROLL** | ( 3) | 4.4 | .35 | ( 3) | 5.9 | .29 | ( 3) | 9.9 | .41 | ( 5) | 7.7 | .36 |
| TOTAL ALL EXPENSES | ( 3) | 49.5% | 3.43 | ( 3) | 38.5% | 1.89 | ( 4) | 61.5% | 2.55 | ( 6) | 63.5% | 2.55 |
| NET OPERATING INCOME | ( 3) | 50.0% | 3.32 | ( 3) | 60.8% | 2.95 | ( 4) | 47.2% | 2.60 | ( 6) | 32.5% | 1.00 |
| PAYROLL RECAP** | ( 3) | 7.7 | .71 | ( 3) | 11.1 | .42 | ( 3) | 16.3 | .69 | ( 5) | 13.1 | .60 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

**SELECTED METROPOLITAN AREAS**
**U.S.A.**

## MEDIAN INCOME AND OPERATING COSTS

**BY BUILDING TYPE AND SUBSIDY TYPE**

| | GRAND RAPIDS, MI<br>LOW RISE BUILDINGS<br>SECT. 8 - ELDERLY/HAND. | | | GRAND RAPIDS, MI<br>GARDEN BUILDINGS<br>SECTION 236 | | | GREENSBORO-H PT., NC<br>LOW RISE BUILDINGS | | | GREENSBORO-H PT., NC<br>GARDEN BUILDINGS<br>SECT. 8 - FAMILY | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | 4 BLGS. 452 APTS.<br>276,782 SQ.FT. | | | 3 BLGS. 216 APTS.<br>162,996 SQ.FT. | | | 3 BLGS. 210 APTS.<br>186,131 SQ.FT. | | | 5 BLGS. 355 APTS.<br>283,253 SQ.FT. | | |
| | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED |
| INCOME | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 4) | 98.5% | 6.69 | ( 3) | 97.4% | 4.29 | ( 3) | 97.9% | 2.47 | ( 5) | 96.3% | 5.71 |
| RENTS-GARAGE/PARKING | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| RENTS-STORES/OFFICES | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| GROSS POSSIBLE RENTS | ( 4) | 98.5% | 6.69 | ( 3) | 97.4% | 4.29 | ( 3) | 97.9% | 2.47 | ( 5) | 96.3% | 5.71 |
| VACANCIES/RENT LOSS | ( 4) | 2.0 | .10 | ( 3) | .7 | .03 | ( 3) | 1.4 | .07 | ( 5) | 1.5 | .05 |
| TOTAL RENTS COLLECTED | ( 4) | 96.5 | 6.56 | ( 3) | 97.3 | 4.27 | ( 3) | 96.6 | 2.30 | ( 5) | 94.4 | 5.69 |
| OTHER INCOME | ( 4) | 3.9 | .12 | ( 3) | 2.6 | .14 | ( 3) | 2.1 | .11 | ( 5) | 3.7 | .22 |
| GROSS POSSIBLE INCOME | ( 4) | 100.0% | 6.80 | ( 3) | 100.0% | 4.47 | ( 3) | 100.0% | 2.58 | ( 5) | 100.0% | 5.89 |
| TOTAL COLLECTIONS | ( 4) | 98.8 | 6.66 | ( 3) | 99.4 | 4.44 | ( 3) | 98.6 | 2.41 | ( 5) | 98.5 | 5.87 |
| EXPENSES | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 4) | 3.7 | .26 | ( 3) | 6.6 | .29 | ( 3) | 6.2 | .19 | ( 5) | 6.3 | .37 |
| OTHER ADMINISTRTVE.** | ( 4) | 5.6 | .45 | ( 3) | 8.1 | .36 | ( 3) | 13.7 | .40 | ( 5) | 6.6 | .39 |
| SUBTOTAL ADMINIST. | ( 4) | 8.9% | .71 | ( 3) | 14.7% | .66 | ( 3) | 21.5% | .56 | ( 5) | 12.9% | .77 |
| SUPPLIES | ( 4) | .7 | .06 | ( 3) | .4 | .02 | ( 3) | .3 | .01 | ( 5) | .1 | .01 |
| HEATING FUEL-CA ONLY* | ( 1) | 1.5 | | ( 1) | .6 | .03 | ( 3) | .8 | .02 | ( 5) | .9 | .05 |
| CA & APTS.* | ( 3) | 3.3 | .20 | ( 2) | 10.1 | .44 | ( ) | | | ( ) | | |
| ELECTRICITY--CA ONLY* | ( 4) | 2.7 | .18 | ( 3) | 1.5 | .07 | ( 3) | 1.0 | .04 | ( 5) | .5 | .03 |
| CA & APTS.* | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| WATER/SEWER--CA ONLY* | ( ) | | | ( ) | | | ( 2) | .4 | .01 | ( 5) | .1 | .00 |
| CA & APTS.* | ( 4) | 1.0 | .07 | ( 3) | 6.5 | .29 | ( 1) | 6.4 | .15 | ( ) | | |
| GAS----------CA ONLY* | ( 1) | .5 | .05 | ( ) | | | ( 1) | .4 | .02 | ( 3) | .2 | .01 |
| CA & APTS.* | ( 2) | .9 | .06 | ( 2) | 5.0 | .22 | ( ) | | | ( ) | | |
| BUILDING SERVICES | ( 3) | 1.6 | .11 | ( 1) | 2.8 | .16 | ( 3) | 1.3 | .03 | ( 5) | .6 | .03 |
| OTHER OPERATING | ( 1) | .8 | | ( 2) | 2.7 | .12 | ( 1) | .4 | .02 | ( 4) | .2 | .01 |
| SUBTOTAL OPERATING | ( 4) | 9.7% | .67 | ( 3) | 25.0% | 1.12 | ( 3) | 4.4% | .21 | ( 5) | 2.6% | .15 |
| SECURITY** | ( 3) | .1 | .01 | ( ) | | | ( ) | | | ( ) | | |
| GROUNDS MAINTENANCE** | ( 4) | 1.0 | .04 | ( 3) | 5.3 | .24 | ( 3) | 2.2 | .06 | ( 5) | .5 | .03 |
| MAINTFNANCE-REPAIRS | ( 4) | 2.2 | .15 | ( 3) | 12.9 | .58 | ( 3) | 10.6 | .27 | ( 5) | 2.9 | .17 |
| PAINTING/DECORATING** | ( 4) | .6 | .04 | ( 3) | 4.1 | .18 | ( 3) | 3.3 | .15 | ( 5) | 1.8 | .10 |
| SUBTOTAL MAINTENANCE | ( 4) | 3.4% | .25 | ( 3) | 22.5% | 1.03 | ( 3) | 16.1% | .41 | ( 5) | 5.2% | .30 |
| REAL ESTATE TAXES | ( 4) | 5.8 | .40 | ( 3) | 12.8 | .57 | ( 3) | 7.3 | .22 | ( 5) | 4.5 | .26 |
| OTHER TAX/FEE/PERMIT | ( 4) | 1.0 | .10 | ( ) | | | ( 1) | .1 | .00 | ( 1) | .1 | .00 |
| INSURANCE | ( 4) | 4.1 | .28 | ( 3) | 2.9 | .13 | ( 3) | 2.8 | .12 | ( 5) | 2.1 | .12 |
| SUBTOTAL TAX-INSURNCE | ( 4) | 11.5% | .78 | ( 3) | 15.7% | .70 | ( 3) | 10.2% | .34 | ( 5) | 6.5% | .41 |
| RECREATNL/AMENITIES** | ( ) | | | ( ) | | | ( 1) | .0 | .00 | ( ) | | |
| OTHER PAYROLL** | ( 4) | 3.7 | .21 | ( 1) | 15.0 | .82 | ( 3) | 10.5 | .25 | ( 5) | 5.9 | .37 |
| TOTAL ALL EXPENSES | ( 4) | 35.6% | 2.63 | ( 3) | 77.9% | 3.48 | ( 3) | 68.0% | 1.89 | ( 5) | 31.6% | 1.97 |
| NET OPERATING INCOME | ( 4) | 64.2% | 4.04 | ( 3) | 21.5% | .96 | ( 3) | 25.3% | .65 | ( 5) | 66.5% | 4.04 |
| PAYROLL RECAP** | ( 4) | 7.9 | .54 | ( 2) | 12.1 | .54 | ( 3) | 21.6 | .56 | ( 5) | 9.8 | .58 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

**SELECTED METROPOLITAN AREAS**
**U.S.A.**

**MEDIAN INCOME AND OPERATING COSTS**

**BY BUILDING TYPE AND SUBSIDY TYPE**

GREENVILLE, SC

GARDEN BUILDINGS
SECTION 236

11 BUILDINGS 1,180 APARTMENTS
1,041,941 RENTABLE SQUARE FEET

|  | BLDGS. | -----% OF GPTI------ |  |  | ----$/SQ.FT.---- |  |  |
|---|---|---|---|---|---|---|---|
|  |  | MED | LOW | HIGH | MED | LOW | HIGH |
| INCOME |  |  |  |  |  |  |  |
| RENTS-APARTMENTS | ( 11) | 96.4% | 94.6% | 97.1% | 2.99 | 2.69 | 3.01 |
| RENTS-GARAGE/PARKING | ( ) |  |  |  |  |  |  |
| RENTS-STORES/OFFICES | ( ) |  |  |  |  |  |  |
| GROSS POSSIBLE RENTS | ( 11) | 96.4% | 94.6% | 97.1% | 2.99 | 2.69 | 3.01 |
| VACANCIES/RENT LOSS | ( 11) | 10.8 | 8.9 | 11.4 | .34 | .24 | .35 |
| TOTAL RENTS COLLECTED | ( 11) | 85.6 | 81.3 | 86.8 | 2.61 | 2.39 | 2.68 |
| OTHER INCOME | ( 11) | 3.6 | 2.5 | 4.9 | .10 | .08 | .13 |
| GROSS POSSIBLE INCOME | ( 11) | 100.0% | 100.0% | 100.0% | 3.17 | 2.79 | 3.27 |
| TOTAL COLLECTIONS | ( 11) | 89.2 | 87.7 | 90.5 | 2.71 | 2.50 | 2.92 |
| EXPENSES |  |  |  |  |  |  |  |
| MANAGEMENT FEE | ( 11) | 7.7 | 7.3 | 7.8 | .24 | .21 | .25 |
| OTHER ADMINISTRTVE.** | ( 11) | 9.8 | 7.7 | 11.9 | .31 | .24 | .35 |
| SUBTOTAL ADMINIST. | ( 11) | 18.3% | 15.5% | 19.5% | .55 | .51 | .57 |
| SUPPLIES | ( 11) | .3 | .2 | .5 | .01 | .01 | .01 |
| HEATING FUEL-CA ONLY* | ( 7) | .8 |  |  | .02 |  |  |
| CA & APTS.* | ( 3) | 7.4 |  |  | .24 |  |  |
| ELECTRICITY--CA ONLY* | ( 8) | 1.5 |  |  | .04 |  |  |
| CA & APTS.* | ( 3) | .9 |  |  | .03 |  |  |
| WATER/SEWER--CA ONLY* | ( ) |  |  |  |  |  |  |
| CA & APTS.* | ( 11) | 6.4 | 4.2 | 7.5 | .19 | .13 | .21 |
| GAS----------CA ONLY* | ( 6) | .8 |  |  | .02 |  |  |
| CA & APTS.* | ( 4) | 2.0 |  |  | .07 |  |  |
| BUILDING SERVICES | ( 11) | 2.6 | 1.8 | 2.8 | .08 | .06 | .10 |
| OTHER OPERATING | ( 2) | .3 |  |  | .01 |  |  |
| SUBTOTAL OPERATING | ( 11) | 11.5% | 11.1% | 14.9% | .39 | .32 | .44 |
| SECURITY** | ( 1) | .2 |  |  | .01 |  |  |
| GROUNDS MAINTENANCE** | ( 10) | 2.8 |  |  | .08 |  |  |
| MAINTENANCE-REPAIRS | ( 11) | 6.7 | 5.1 | 7.8 | .20 | .15 | .26 |
| PAINTING/DECORATING** | ( 11) | 3.1 | .9 | 4.3 | .08 | .03 | .12 |
| SUBTOTAL MAINTENANCE | ( 11) | 13.2% | 9.5% | 13.9% | .38 | .31 | .42 |
| REAL ESTATE TAXES | ( 11) | 6.8 | 4.6 | 7.2 | .21 | .13 | .23 |
| OTHER TAX/FEE/PERMIT | ( 6) | .1 |  |  | .00 |  |  |
| INSURANCE | ( 11) | 5.2 | 2.5 | 5.5 | .15 | .07 | .17 |
| SUBTOTAL TAX-INSURNCE | ( 11) | 11.5% | 10.6% | 13.8% | .36 | .30 | .40 |
| RECREATNL/AMENITIES** | ( 1) | .2 |  |  | .01 |  |  |
| OTHER PAYROLL** | ( 11) | 10.4 | 8.3 | 11.2 | .32 | .28 | .33 |
| TOTAL ALL EXPENSES | ( 11) | 67.6% | 59.4% | 70.0% | 1.97 | 1.91 | 2.14 |
| NET OPERATING INCOME | ( 11) | 22.0% | 18.0% | 24.0% | .61 | .55 | .75 |
| PAYROLL RECAP** | ( 11) | 15.2 | 12.6 | 16.1 | .47 | .41 | .51 |

GREENVILLE, SC

GARDEN BUILDINGS
SECT. 8 - FAMILY

18 BUILDINGS 1,532 APARTMENTS
1,340,823 RENTABLE SQUARE FEET

|  | BLDGS. | -----% OF GPTI------ |  |  | ----$/SQ.FT.---- |  |  |
|---|---|---|---|---|---|---|---|
|  |  | MED | LOW | HIGH | MED | LOW | HIGH |
| INCOME |  |  |  |  |  |  |  |
| RENTS-APARTMENTS | ( 18) | 98.0% | 96.9% | 98.6% | 5.01 | 4.46 | 5.61 |
| RENTS-GARAGE/PARKING | ( ) |  |  |  |  |  |  |
| RENTS-STORES/OFFICES | ( ) |  |  |  |  |  |  |
| GROSS POSSIBLE RENTS | ( 18) | 98.0% | 96.9% | 98.6% | 5.01 | 4.46 | 5.61 |
| VACANCIES/RENT LOSS | ( 17) | .6 | .4 | 2.3 | .04 | .02 | .09 |
| TOTAL RENTS COLLECTED | ( 18) | 96.5 | 95.4 | 97.5 | 5.01 | 4.28 | 5.56 |
| OTHER INCOME | ( 18) | 2.4 | 1.4 | 3.1 | .11 | .07 | .16 |
| GROSS POSSIBLE INCOME | ( 18) | 100.0% | 100.0% | 100.0% | 5.17 | 4.54 | 5.76 |
| TOTAL COLLECTIONS | ( 18) | 99.5 | 97.7 | 99.6 | 5.17 | 4.33 | 5.72 |
| EXPENSES |  |  |  |  |  |  |  |
| MANAGEMENT FEE | ( 18) | 6.0 | 5.8 | 6.8 | .32 | .27 | .35 |
| OTHER ADMINISTRTVE.** | ( 18) | 7.0 | 5.9 | 8.6 | .35 | .30 | .44 |
| SUBTOTAL ADMINIST. | ( 18) | 13.3% | 11.9% | 14.4% | .65 | .58 | .70 |
| SUPPLIES | ( 18) | .2 | .1 | .5 | .01 | .01 | .02 |
| HEATING FUEL-CA ONLY* | ( 18) | .8 | .6 | 1.0 | .04 | .03 | .05 |
| CA & APTS.* | ( ) |  |  |  |  |  |  |
| ELECTRICITY--CA ONLY* | ( 15) | .5 | .4 | .8 | .02 | .02 | .03 |
| CA & APTS.* | ( 3) | .2 |  |  | .01 |  |  |
| WATER/SEWER--CA ONLY* | ( ) |  |  |  |  |  |  |
| CA & APTS.* | ( 18) | 2.9 | 2.2 | 4.0 | .14 | .11 | .17 |
| GAS----------CA ONLY* | ( 13) | .3 | .3 | .4 | .01 | .01 | .02 |
| CA & APTS.* | ( 3) | .5 |  |  | .03 |  |  |
| BUILDING SERVICES | ( 18) | 1.0 | .6 | 1.8 | .05 | .04 | .08 |
| OTHER OPERATING | ( 9) | .2 |  |  | .01 |  |  |
| SUBTOTAL OPERATING | ( 18) | 5.8% | 5.0% | 8.8% | .29 | .24 | .38 |
| SECURITY** | ( 1) | .4 |  |  | .02 |  |  |
| GROUNDS MAINTENANCE** | ( 18) | .8 | .6 | 1.2 | .05 | .03 | .06 |
| MAINTENANCE-REPAIRS | ( 18) | 4.1 | 1.9 | 6.2 | .19 | .10 | .26 |
| PAINTING/DECORATING** | ( 18) | 1.4 | .7 | 1.9 | .07 | .04 | .09 |
| SUBTOTAL MAINTENANCE | ( 18) | 7.7% | 3.8% | 9.2% | .34 | .21 | .40 |
| REAL ESTATE TAXES | ( 18) | 5.3 | 3.9 | 6.5 | .26 | .21 | .28 |
| OTHER TAX/FEE/PERMIT | ( 2) | 2.8 |  |  | .06 |  |  |
| INSURANCE | ( 18) | 2.6 | 1.6 | 3.1 | .16 | .07 | .17 |
| SUBTOTAL TAX-INSURNCE | ( 18) | 8.0% | 6.2% | 8.9% | .40 | .30 | .50 |
| RECREATNL/AMENITIES** | ( 2) | .7 |  |  | .03 |  |  |
| OTHER PAYROLL** | ( 18) | 5.9 | 5.0 | 6.9 | .32 | .22 | .34 |
| TOTAL ALL EXPENSES | ( 18) | 37.4% | 33.4% | 48.1% | 1.96 | 1.67 | 2.33 |
| NET OPERATING INCOME | ( 18) | 62.3% | 51.6% | 66.2% | 3.28 | 2.50 | 3.57 |
| PAYROLL RECAP** | ( 18) | 9.9 | 8.2 | 12.0 | .48 | .41 | .57 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

| | GREENVILLE, SC<br>GARDEN BUILDINGS<br>ALL FAMILY/NONELDERLY<br>30 BUILDINGS 2,792 APARTMENTS<br>2,452,364 RENTABLE SQUARE FEET | | | | | | | HONOLULU, HI<br>LOW RISE BUILDINGS<br>4 BLGS. 203 APTS.<br>128,312 SQ.FT. | | | HOUSTON, TX<br>GARDEN BUILDINGS<br>ALL FAMILY/NONELDERLY<br>3 BLGS. 695 APTS.<br>590,280 SQ.FT. | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | | BLDGS. | % GPTI | $/SQFT | BLDGS. | % GPTI | $/SQFT |
| | | MED | LOW | HIGH | MED | LOW | HIGH | | MED | MED | | MED | MED |
| INCOME | | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 30) | 97.5% | 96.4% | 98.2% | 4.30 | 2.99 | 5.13 | ( 4) | 91.6% | 14.49 | ( 3) | 96.2% | 4.74 |
| RENTS-GARAGE/PARKING | ( ) | | | | | | | ( 1) | .3 | .03 | ( ) | | |
| RENTS-STORES/OFFICES | ( ) | | | | | | | ( ) | | | ( 2) | 1.4 | .07 |
| GROSS POSSIBLE RENTS | ( 30) | 97.5% | 96.4% | 98.2% | 4.30 | 2.99 | 5.13 | ( 4) | 91.6% | 14.49 | ( 3) | 96.3% | 4.80 |
| VACANCIES/RENT LOSS | ( 29) | 1.9 | .5 | 10.8 | .07 | .03 | .34 | ( 2) | 3.5 | .20 | ( 3) | 7.9 | .41 |
| TOTAL RENTS COLLECTED | ( 30) | 95.6 | 85.6 | 97.2 | 3.70 | 2.61 | 5.11 | ( 4) | 90.0 | 14.49 | ( 3) | 84.3 | 4.39 |
| OTHER INCOME | ( 30) | 2.6 | 1.8 | 3.6 | .10 | .07 | .16 | ( 4) | 10.0 | 1.63 | ( 3) | 3. | .18 |
| GROSS POSSIBLE INCOME | ( 30) | 100.0% | 100.0% | 100.0% | 4.36 | 3.16 | 5.32 | ( 4) | 100.0% | 16.32 | ( 3) | 100.0% | 5.09 |
| TOTAL COLLECTIONS | ( 30) | 98.2 | 89.2 | 99.6 | 3.73 | 2.71 | 5.29 | ( 4) | 100.0 | 16.32 | ( 3) | 92.1 | 4.80 |
| EXPENSES | | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 30) | 6.8 | 5.9 | 7.7 | .27 | .24 | .32 | ( 4) | 4.2 | .42 | ( 3) | 5.2 | .27 |
| OTHER ADMINISTRTVE.** | ( 30) | 8.0 | 6.4 | 10.7 | .34 | .29 | .38 | ( 4) | 3.5 | .44 | ( 3) | 17.3 | .90 |
| SUBTOTAL ADMINIST. | ( 30) | 14.6% | 12.3% | 18.6% | .62 | .53 | .66 | ( 4) | 7.6% | .81 | ( 3) | 22.5% | 1.17 |
| SUPPLIES | ( 30) | .3 | .1 | .5 | .01 | .01 | .02 | ( 4) | 1.0 | .07 | ( 3) | .4 | .02 |
| HEATING FUEL-CA ONLY* | ( 26) | .8 | .5 | 1.0 | .04 | .01 | .05 | ( ) | | | ( ) | | |
| CA & APTS.* | ( 3) | 7.4 | | | .24 | | | ( ) | | | ( 1) | 6.1 | .31 |
| ELECTRICITY--CA ONLY* | ( 24) | .8 | .4 | 1.5 | .03 | .02 | .05 | ( 2) | 1.0 | .10 | ( 1) | 2.4 | .12 |
| CA & APTS.* | ( 6) | .3 | | | .01 | | | ( 2) | 3.6 | .59 | ( 2) | 16.6 | .86 |
| WATER/SEWER--CA ONLY* | ( ) | | | | | | | ( ) | | | ( ) | | |
| CA & APTS.* | ( 30) | 4.0 | 2.5 | 5.8 | .17 | .13 | .20 | ( 4) | 2.4 | .24 | ( 3) | 5.4 | .28 |
| GAS----------CA ONLY* | ( 20) | .3 | .3 | .5 | .02 | .01 | .02 | ( 1) | 1.2 | .06 | ( ) | | |
| CA & APTS.* | ( 7) | .5 | | | .03 | | | ( 3) | .7 | .07 | ( 3) | 3.1 | .15 |
| BUILDING SERVICES | ( 30) | 1.7 | .8 | 2.6 | .06 | .04 | .08 | ( ) | | | ( 3) | 1.7 | .08 |
| OTHER OPERATING | ( 11) | .2 | .2 | .3 | .01 | .01 | .02 | ( 4) | 2.3 | .35 | ( 3) | 1.6 | .08 |
| SUBTOTAL OPERATING | ( 30) | 8.8% | 5.3% | 11.3% | .32 | .28 | .43 | ( 4) | 8.7% | 1.34 | ( 3) | 25.9% | 1.32 |
| SECURITY** | ( 2) | .4 | | | .02 | | | ( ) | | | ( 3) | 1.7 | .08 |
| GROUNDS MAINTENANCE** | ( 29) | 1.2 | .6 | 2.7 | .06 | .04 | .08 | ( 3) | .2 | .03 | ( 3) | 2.1 | .11 |
| MAINTENANCE-REPAIRS | ( 30) | 5.3 | 2.1 | 7.0 | .19 | .12 | .26 | ( 4) | 1.8 | .10 | ( 3) | 8.9 | .45 |
| PAINTING/DECORATING** | ( 30) | 1.5 | .9 | 3.1 | .08 | .04 | .11 | ( ) | | | ( 3) | 2.1 | .11 |
| SUBTOTAL MAINTENANCE | ( 30) | 9.2% | 5.4% | 13.2% | .35 | .23 | .40 | ( 4) | 2.3% | .14 | ( 3) | 15.6% | .79 |
| REAL ESTATE TAXES | ( 30) | 5.9 | 4.3 | 7.0 | .24 | .19 | .27 | ( 1) | .0 | .00 | ( 3) | 6.9 | .36 |
| OTHER TAX/FEE/PERMIT | ( 9) | .1 | | | .00 | | | ( 4) | 2.1 | .34 | ( 1) | 1.3 | .07 |
| INSURANCE | ( 30) | 2.9 | 1.9 | 5.2 | .15 | .07 | .17 | ( 4) | 2.5 | .25 | ( 3) | 3.3 | .17 |
| SUBTOTAL TAX-INSURNCE | ( 30) | 8.9% | 6.6% | 10.9% | .39 | .30 | .47 | ( 4) | 4.3% | .70 | ( 3) | 11.1% | .58 |
| RECREATNL/AMENITIES** | ( 3) | .2 | | | .01 | | | ( ) | | | ( 1) | .1 | .00 |
| OTHER PAYROLL** | ( 30) | 7.9 | 5.3 | 10.0 | .32 | .26 | .34 | ( ) | | | ( 1) | 1.7 | .09 |
| TOTAL ALL EXPENSES | ( 30) | 56.2% | 36.5% | 66.3% | 1.96 | 1.81 | 2.17 | ( 4) | 24.2% | 2.57 | ( 3) | 66.8% | 3.40 |
| NET OPERATING INCOME | ( 30) | 41.5% | 22.0% | 63.4% | 1.51 | .71 | 3.42 | ( 4) | 80.9% | 13.24 | ( 3) | 20.2% | 1.00 |
| PAYROLL RECAP** | ( 30) | 12.2 | 8.9 | 15.2 | .47 | .41 | .57 | ( 4) | 6.3 | .61 | ( 2) | 17.5 | .86 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

SELECTED METROPOLITAN AREAS
U.S.A.

## MEDIAN INCOME AND OPERATING COSTS

BY BUILDING TYPE AND
SUBSIDY TYPE

| | INDIANAPOLIS, IN<br>LOW RISE BUILDINGS<br>ALL ELDERLY/HANDICAPPED<br>4 BLGS. 285 APTS.<br>171,175 SQ.FT. | | | INDIANAPOLIS, IN<br>GARDEN BUILDINGS<br>SECT. 8 - FAMILY<br>4 BLGS. 420 APTS.<br>273,920 SQ.FT. | | | INDIANAPOLIS, IN<br>GARDEN BUILDINGS<br>ALL FAMILY/NONELDERLY<br>7 BLGS. 693 APTS.<br>513,966 SQ.FT. | | | JACKSON, MI<br>GARDEN BUILDINGS<br>SECT. 8 - FAMILY<br>5 BLGS. 622 APTS.<br>542,434 SQ.FT. | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED |
| INCOME | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 4) | 99.0% | 7.58 | ( 4) | 97.8% | 5.82 | ( 7) | 99.0% | 5.82 | ( 5) | 98.1% | 6.09 |
| RENTS-GARAGE/PARKING | ( ) | | | ( 2) | 1.1 | .07 | ( 2) | 1.1 | .07 | ( 1) | 1.6 | .10 |
| RENTS-STORES/OFFICES | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| GROSS POSSIBLE RENTS | ( 4) | 99.0% | 7.58 | ( 4) | 98.4% | 5.89 | ( 7) | 99.0% | 5.89 | ( 5) | 98.1% | 6.19 |
| VACANCIES/RENT LOSS | ( 4) | 1.4 | .10 | ( 4) | 5.6 | .31 | ( 7) | 2.5 | .10 | ( 5) | .8 | .04 |
| TOTAL RENTS COLLECTED | ( 4) | 97.6 | 7.47 | ( 4) | 96.7 | 5.55 | ( 7) | 96.7 | 5.55 | ( 5) | 95.9 | 6.08 |
| OTHER INCOME | ( 3) | 1.0 | .08 | ( 4) | 2.2 | .16 | ( 7) | 1.0 | .04 | ( 5) | 1.9 | .11 |
| GROSS POSSIBLE INCOME | ( 4) | 100.0% | 7.66 | ( 4) | 100.0% | 6.05 | ( 7) | 100.0% | 6.05 | ( 5) | 100.0% | 6.34 |
| TOTAL COLLECTIONS | ( 4) | 99.4 | 7.55 | ( 4) | 97.5 | 5.71 | ( 7) | 97.5 | 5.71 | ( 5) | 99.2 | 6.24 |
| EXPENSES | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 4) | 7.0 | .41 | ( 4) | 5.1 | .31 | ( 7) | 5.2 | .31 | ( 5) | 5.0 | .23 |
| OTHER ADMINISTRTVE.** | ( 4) | 7.6 | .59 | ( 4) | 10.6 | .64 | ( 7) | 8.9 | .59 | ( 5) | 9.2 | .42 |
| SUBTOTAL ADMINIST. | ( 4) | 14.3% | .96 | ( 4) | 15.8% | .95 | ( 7) | 15.7% | .86 | ( 5) | 14.2% | .65 |
| SUPPLIES | ( 4) | .4 | .02 | ( 3) | .1 | .01 | ( 4) | .2 | .01 | ( 5) | .1 | .01 |
| HEATING FUEL-CA ONLY* | ( 1) | .9 | .07 | ( 3) | .7 | .04 | ( 4) | .8 | .08 | ( 5) | .6 | .03 |
| CA & APTS.* | ( 1) | 4.1 | .20 | ( ) | | | ( 2) | 9.1 | .66 | ( ) | | |
| ELECTRICITY--CA ONLY* | ( 3) | 2.0 | .15 | ( 4) | 1.9 | .12 | ( 5) | 1.9 | .12 | ( 5) | .8 | .06 |
| CA & APTS.* | ( 1) | 8.4 | .41 | ( ) | | | ( 2) | 6.4 | .42 | ( ) | | |
| WATER/SEWER--CA ONLY* | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| CA & APTS.* | ( 4) | 2.8 | .15 | ( 4) | 2.6 | .36 | ( 7) | 4.9 | .35 | ( 5) | 3.1 | .17 |
| GAS----------CA ONLY* | ( 2) | 1.4 | .11 | ( 1) | .2 | .05 | ( 1) | .2 | .05 | ( ) | | |
| CA & APTS.* | ( 1) | 6.3 | .31 | ( ) | | | ( 2) | 3.5 | .26 | ( ) | | |
| BUILDING SERVICES | ( 2) | 2.8 | .21 | ( 4) | 1.1 | .18 | ( 7) | 1.6 | .10 | ( 3) | 1.0 | .07 |
| OTHER OPERATING | ( 2) | .3 | .02 | ( 2) | .1 | .01 | ( 4) | .1 | .01 | ( 2) | 2.2 | .10 |
| SUBTOTAL OPERATING | ( 4) | 8.1% | .62 | ( 4) | 6.1% | .62 | ( 7) | 13.4% | .91 | ( 5) | 6.7% | .43 |
| SECURITY** | ( 1) | .4 | .03 | ( 2) | .8 | .04 | ( 2) | .8 | .04 | ( 2) | .1 | .01 |
| GROUNDS MAINTENANCE** | ( 4) | 1.5 | .11 | ( 4) | 1.8 | .12 | ( 7) | 1.8 | .11 | ( 5) | 1.6 | .12 |
| MAINTENANCE-REPAIRS | ( 4) | 1.8 | .14 | ( 4) | 8.1 | .64 | ( 7) | 8.1 | .43 | ( 5) | 2.1 | .13 |
| PAINTING/DECORATING** | ( 4) | 1.8 | .10 | ( 4) | 2.6 | .14 | ( 7) | 2.6 | .14 | ( 5) | 2.6 | .11 |
| SUBTOTAL MAINTENANCE | ( 4) | 5.5% | .36 | ( 4) | 13.7% | .80 | ( 7) | 13.4% | .72 | ( 5) | 6.1% | .42 |
| REAL ESTATE TAXES | ( 3) | 7.6 | .40 | ( 4) | 8.8 | .54 | ( 7) | 8.5 | .50 | ( 5) | 6.3 | .38 |
| OTHER TAX/FEE/PERMIT | ( 3) | .1 | .01 | ( 4) | .2 | .01 | ( 7) | .1 | .00 | ( 4) | .5 | .02 |
| INSURANCE | ( 4) | 3.0 | .15 | ( 4) | 3.0 | .21 | ( 7) | 3.5 | .21 | ( 5) | 2.3 | .14 |
| SUBTOTAL TAX-INSURNCE | ( 4) | 11.6% | .56 | ( 4) | 12.6% | .76 | ( 7) | 10.3% | .70 | ( 5) | 11.8% | .64 |
| RECREATNL/AMENITIES** | ( 1) | .2 | .02 | ( 3) | .5 | .04 | ( 4) | .5 | .04 | ( 2) | .4 | .02 |
| OTHER PAYROLL** | ( 4) | 5.7 | .44 | ( 3) | 5.3 | .32 | ( 6) | 9.5 | .58 | ( 3) | 3.4 | .27 |
| TOTAL ALL EXPENSES | ( 4) | 43.2% | 3.44 | ( 4) | 48.3% | 2.92 | ( 7) | 53.2% | 3.12 | ( 5) | 44.6% | 2.36 |
| NET OPERATING INCOME | ( 4) | 60.0% | 4.59 | ( 4) | 52.7% | 2.79 | ( 7) | 41.0% | 2.19 | ( 5) | 53.7% | 3.41 |
| PAYROLL RECAP** | ( 2) | 11.4 | .88 | ( 3) | 11.0 | .66 | ( 6) | 17.0 | 1.03 | ( 5) | 12.0 | .59 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

**SELECTED METROPOLITAN AREAS**
**U.S.A.**

**MEDIAN INCOME AND OPERATING COSTS**

**BY BUILDING TYPE AND**
**SUBSIDY TYPE**

| | JACKSON, MI | | | JACKSON, MS | | | JOHNSON CITY, TN | | | JOHNSTOWN, PA | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | GARDEN BUILDINGS | | | GARDEN BUILDINGS ALL FAMILY/NONELDERLY | | | GARDEN BUILDINGS ALL FAMILY/NONELDERLY | | | ELEVATOR BUILDINGS SECT. 8 - ELDERLY/HAND. | | |
| | 6 BLGS. 782 APTS. 692,698 SQ.FT. | | | 3 BLGS. 428 APTS. 342,211 SQ.FT. | | | 3 BLGS. 360 APTS. 352,790 SQ.FT. | | | 3 BLGS. 263 APTS. 144,438 SQ.FT. | | |
| | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED |
| INCOME | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 6) | 98.1% | 6.09 | ( 3) | 98.6% | 4.43 | ( 3) | 97.4% | 3.25 | ( 3) | 98.9% | 9.69 |
| RENTS-GARAGE/PARKING | ( 1) | 1.6 | .10 | ( ) | | | ( ) | | | ( ) | | |
| RENTS-STORES/OFFICES | ( ) | | | ( 1) | .8 | .04 | ( ) | | | ( ) | | |
| GROSS POSSIBLE RENTS | ( 6) | 98.1% | 6.19 | ( 3) | 99.4% | 4.47 | ( 3) | 97.4% | 3.25 | ( 3) | 98.9% | 9.69 |
| VACANCIES/RENT LOSS | ( 6) | 1.6 | .10 | ( 3) | 1.1 | .05 | ( 3) | 2.4 | .09 | ( 3) | .7 | .07 |
| TOTAL RENTS COLLECTED | ( 6) | 95.9 | 6.08 | ( 3) | 98.3 | 4.42 | ( 3) | 95.0 | 3.17 | ( 3) | 98.2 | 9.61 |
| OTHER INCOME | ( 6) | 2.2 | .11 | ( 3) | .6 | .03 | ( 3) | 2.6 | .09 | ( 3) | 1.1 | .10 |
| GROSS POSSIBLE INCOME | ( 6) | 100.0% | 6.34 | ( 3) | 100.0% | 4.49 | ( 3) | 100.0% | 3.33 | ( 3) | 100.0% | 9.86 |
| TOTAL COLLECTIONS | ( 6) | 99.2 | 6.24 | ( 3) | 98.9 | 4.44 | ( 3) | 97.6 | 3.25 | ( 3) | 99.3 | 9.77 |
| EXPENSES | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 6) | 5.1 | .23 | ( 3) | 6.6 | .30 | ( 3) | 5.8 | .20 | ( 3) | 4.9 | .61 |
| OTHER ADMINISTRTVE.** | ( 6) | 9.6 | .42 | ( 3) | 6.2 | .27 | ( 3) | 5.9 | .20 | ( 3) | 4.9 | .78 |
| SUBTOTAL ADMINIST. | ( 6) | 15.6% | .65 | ( 3) | 12.5% | .56 | ( 3) | 11.7% | .38 | ( 3) | 9.2% | 1.45 |
| SUPPLIES | ( 6) | .1 | .01 | ( 3) | .2 | .01 | ( 3) | .7 | .02 | ( 3) | .1 | .02 |
| HEATING FUEL-CA ONLY* | ( 6) | 1.0 | .04 | ( 2) | .7 | .03 | ( 2) | 1.1 | .03 | ( 3) | .7 | .11 |
| CA & APTS.* | ( ) | | | ( 1) | 6.4 | .37 | ( ) | | | ( ) | | |
| ELECTRICITY--CA ONLY* | ( 6) | 1.5 | .07 | ( 3) | 1.4 | .06 | ( 3) | 1.7 | .05 | ( 3) | 2.3 | .23 |
| CA & APTS.* | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| WATER/SEWER--CA ONLY* | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| CA & APTS.* | ( 6) | 3.4 | .17 | ( 3) | 3.9 | .23 | ( 3) | 5.5 | .17 | ( 3) | 1.6 | .25 |
| GAS----------CA ONLY* | ( ) | | | ( 2) | .7 | .03 | ( 3) | .0 | .00 | ( ) | | |
| CA & APTS.* | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| BUILDING SERVICES | ( 4) | 1.3 | .07 | ( 3) | 1.8 | .09 | ( 3) | .7 | .02 | ( 3) | .3 | .04 |
| OTHER OPERATING | ( 2) | 2.2 | .10 | ( 1) | .1 | .00 | ( 2) | 3.2 | .10 | ( 1) | 1.3 | .13 |
| SUBTOTAL OPERATING | ( 6) | 8.7% | .43 | ( 3) | 10.4% | .47 | ( 3) | 9.5% | .32 | ( 3) | 6.4% | .63 |
| SECURITY** | ( 3) | .0 | .00 | ( 1) | .2 | .01 | ( 2) | 1.5 | .05 | ( ) | | |
| GROUNDS MAINTENANCE** | ( 6) | 2.6 | .14 | ( 3) | 2.2 | .10 | ( 3) | 1.5 | .05 | ( 3) | .9 | .09 |
| MAINTENANCE-REPAIRS | ( 6) | 8.0 | .38 | ( 3) | 6.6 | .29 | ( 3) | 3.9 | .13 | ( 3) | 2.8 | .40 |
| PAINTING/DECORATING** | ( 6) | 2.6 | .11 | ( 3) | 1.0 | .06 | ( 3) | 2.2 | .07 | ( 3) | .7 | .11 |
| SUBTOTAL MAINTENANCE | ( 6) | 12.4% | .59 | ( 3) | 9.4% | .47 | ( 3) | 8.6% | .29 | ( 3) | 4.3% | .66 |
| REAL ESTATE TAXES | ( 6) | 9.5 | .39 | ( 3) | 8.4 | .48 | ( 3) | 10.0 | .36 | ( 3) | 6.5 | .71 |
| OTHER TAX/FEE/PERMIT | ( 4) | .5 | .02 | ( 3) | .0 | .00 | ( ) | | | ( 3) | .0 | .00 |
| INSURANCE | ( 6) | 2.4 | .14 | ( 3) | 6.7 | .31 | ( 3) | 2.0 | .07 | ( 3) | 2.3 | .23 |
| SUBTOTAL TAX-INSURNCE | ( 6) | 12.4% | .64 | ( 3) | 15.0% | .78 | ( 3) | 12.0% | .42 | ( 3) | 8.8% | .95 |
| RECREATNL/AMENITIES** | ( 3) | .3 | .01 | ( ) | | | ( ) | | | ( ) | | |
| OTHER PAYROLL** | ( 3) | 3.4 | .27 | ( 2) | 4.0 | .21 | ( 3) | 6.6 | .21 | ( 3) | 3.6 | .57 |
| TOTAL ALL EXPENSES | ( 6) | 51.4% | 2.36 | ( 3) | 51.6% | 2.31 | ( 3) | 47.2% | 1.71 | ( 3) | 31.7% | 4.55 |
| NET OPERATING INCOME | ( 6) | 53.7% | 3.41 | ( 3) | 47.5% | 2.14 | ( 3) | 50.3% | 1.68 | ( 3) | 67.6% | 6.67 |
| PAYROLL RECAP** | ( 6) | 14.6 | .59 | ( 3) | 8.7 | .41 | ( 2) | 12.8 | .52 | ( 2) | 8.4 | .83 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix. Copyright © 1987, Institute of Real Estate Management

SELECTED METROPOLITAN AREAS
U.S.A.

## MEDIAN INCOME AND OPERATING COSTS

BY BUILDING TYPE AND
SUBSIDY TYPE

| | KALAMAZOO, MI<br>LOW RISE BUILDINGS<br>SECTION 236<br>4 BLGS. 192 APTS.<br>168,656 SQ.FT. | | | KALAMAZOO, MI<br>LOW RISE BUILDINGS<br>ALL FAMILY/NONELDERLY<br>5 BLGS. 348 APTS.<br>260,774 SQ.FT. | | | KALAMAZOO, MI<br>GARDEN BUILDINGS<br>SECTION 236<br>7 BLGS. 526 APTS.<br>459,750 SQ.FT. | | | KANSAS CITY, MO<br>ELEVATOR BUILDINGS<br>SECTION 202<br>5 BLGS. 537 APTS.<br>302,253 SQ.FT. | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED |
| INCOME | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 4) | 99.0% | 4.31 | ( 5) | 98.8% | 4.31 | ( 7) | 97.1% | 5.05 | ( 5) | 97.5% | 8.05 |
| RENTS-GARAGE/PARKING | ( ) | | | ( 1) | 2.6 | .18 | ( ) | | | ( ) | | |
| RENTS-STORES/OFFICES | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| GROSS POSSIBLE RENTS | ( 4) | 99.0% | 4.31 | ( 5) | 99.0% | 4.31 | ( 7) | 97.1% | 5.05 | ( 5) | 97.5% | 8.05 |
| VACANCIES/RENT LOSS | ( 3) | 2.5 | .12 | ( 4) | 2.8 | .12 | ( 7) | 3.0 | .17 | ( 4) | .5 | .04 |
| TOTAL RENTS COLLECTED | ( 4) | 98.5 | 4.20 | ( 5) | 96.3 | 4.20 | ( 7) | 93.3 | 4.85 | ( 5) | 97.0 | 8.01 |
| OTHER INCOME | ( 4) | 1.2 | .06 | ( 5) | 1.0 | .06 | ( 7) | 2.9 | .15 | ( 5) | 2.5 | .21 |
| GROSS POSSIBLE INCOME | ( 4) | 100.0% | 4.35 | ( 5) | 100.0% | 4.35 | ( 7) | 100.0% | 5.13 | ( 5) | 100.0% | 8.26 |
| TOTAL COLLECTIONS | ( 4) | 99.4 | 4.26 | ( 5) | 97.5 | 4.26 | ( 7) | 97.0 | 5.00 | ( 5) | 99.7 | 8.22 |
| EXPENSES | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 4) | 7.1 | .30 | ( 5) | 5.8 | .30 | ( 7) | 5.9 | .30 | ( 5) | 5.1 | .49 |
| OTHER ADMINISTRTVE.** | ( 4) | 7.8 | .36 | ( 5) | 7.5 | .36 | ( 7) | 10.8 | .56 | ( 5) | 6.1 | .60 |
| SUBTOTAL ADMINIST. | ( 4) | 16.3% | .63 | ( 5) | 13.6% | .63 | ( 7) | 16.6% | .87 | ( 5) | 11.3% | 1.10 |
| SUPPLIES | ( 1) | .0 | .00 | ( 1) | .0 | .00 | ( 6) | .7 | .03 | ( 5) | .5 | .04 |
| HEATING FUEL-CA ONLY* | ( 1) | .7 | .03 | ( 2) | .7 | .03 | ( 2) | 1.4 | .06 | ( 1) | .5 | .05 |
| CA & APTS.* | ( 3) | 8.4 | .37 | ( 3) | 8.4 | .37 | ( 5) | 5.4 | .28 | ( 4) | 2.6 | .30 |
| ELECTRICITY--CA ONLY* | ( 4) | 1.6 | .07 | ( 5) | 1.6 | .07 | ( 2) | 4.1 | .18 | ( 3) | 5.3 | .59 |
| CA & APTS.* | ( ) | | | ( ) | | | ( 5) | 12.2 | .68 | ( 1) | 1.5 | .16 |
| WATER/SEWER--CA ONLY* | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| CA & APTS.* | ( 4) | 3.4 | .16 | ( 5) | 3.3 | .16 | ( 7) | 3.3 | .16 | ( 5) | 1.3 | .13 |
| GAS-----------CA ONLY* | ( 3) | .1 | .01 | ( 4) | .1 | .01 | ( ) | | | ( ) | | |
| CA & APTS.* | ( 1) | .2 | .01 | ( 1) | .2 | .01 | ( 4) | 3.9 | .22 | ( 2) | 2.2 | .18 |
| BUILDING SERVICES | ( 2) | .8 | .03 | ( 2) | .8 | .03 | ( 4) | 1.1 | .06 | ( 5) | 1.0 | .10 |
| OTHER OPERATING | ( 2) | 1.0 | .05 | ( 3) | 1.0 | .05 | ( 3) | 2.2 | .10 | ( 4) | .2 | .02 |
| SUBTOTAL OPERATING | ( 4) | 14.2% | .64 | ( 5) | 13.4% | .62 | ( 7) | 25.6% | 1.33 | ( 5) | 11.8% | 1.15 |
| SECURITY** | ( ) | | | ( ) | | | ( 5) | 2.0 | .10 | ( 4) | .2 | .02 |
| GROUNDS MAINTENANCE** | ( 4) | 12.0 | .52 | ( 5) | 10.4 | .52 | ( 7) | 1.2 | .06 | ( 5) | .9 | .10 |
| MAINTENANCE-REPAIRS | ( 4) | 8.5 | .37 | ( 5) | 8.0 | .30 | ( 7) | 4.4 | .23 | ( 5) | 2.8 | .23 |
| PAINTING/DECORATING** | ( 3) | 6.1 | .21 | ( 4) | 6.3 | .30 | ( 7) | 1.7 | .09 | ( 5) | 2.2 | .17 |
| SUBTOTAL MAINTENANCE | ( 4) | 25.4% | 1.10 | ( 5) | 24.5% | 1.10 | ( 7) | 9.9% | .41 | ( 5) | 6.1% | .48 |
| REAL ESTATE TAXES | ( 4) | 11.8 | .56 | ( 5) | 11.5 | .50 | ( 7) | 11.1 | .58 | ( 5) | 5.7 | .47 |
| OTHER TAX/FEE/PERMIT | ( 4) | 3.0 | .13 | ( 5) | 2.8 | .13 | ( 3) | .1 | .01 | ( 5) | .6 | .06 |
| INSURANCE | ( 4) | 1.7 | .07 | ( 5) | 1.6 | .07 | ( 7) | 1.4 | .07 | ( 5) | 2.7 | .27 |
| SUBTOTAL TAX-INSURNCE | ( 4) | 16.4% | .79 | ( 5) | 16.2% | .71 | ( 7) | 13.2% | .65 | ( 5) | 11.0% | .81 |
| RECREATNL/AMENITIES** | ( ) | | | ( ) | | | ( 7) | .7 | .04 | ( 2) | .1 | .01 |
| OTHER PAYROLL** | ( 4) | 4.2 | .18 | ( 5) | 1.9 | .13 | ( 7) | 9.2 | .42 | ( 4) | 3.7 | .31 |
| TOTAL ALL EXPENSES | ( 4) | 73.6% | 3.20 | ( 5) | 72.5% | 3.20 | ( 7) | 71.7% | 3.73 | ( 5) | 47.9% | 3.75 |
| NET OPERATING INCOME | ( 4) | 26.0% | 1.11 | ( 5) | 26.0% | 1.11 | ( 7) | 24.5% | 1.22 | ( 5) | 52.1% | 4.07 |
| PAYROLL RECAP** | ( 4) | 13.6 | .60 | ( 5) | 13.5 | .60 | ( 7) | 13.5 | .60 | ( 5) | 8.1 | .67 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix. Copyright © 1987, Institute of Real Estate Management.

**SELECTED METROPOLITAN AREAS**
**U.S.A.**

**MEDIAN INCOME AND OPERATING COSTS**

**BY BUILDING TYPE AND SUBSIDY TYPE**

| | KANSAS CITY, MO<br>ELEVATOR BUILDINGS | | | KANSAS CITY, MO<br>GARDEN BUILDINGS<br>SECTION 236 | | | KANSAS CITY, MO<br>GARDEN BUILDINGS<br>ALL FAMILY/NONELDERLY | | | KNOXVILLE, TN<br>ELEVATOR BUILDINGS<br>ALL ELDERLY/HANDICAPPED | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | 7 BLGS. 707 APTS.<br>396,483 SQ.FT. | | | 3 BLGS. 478 APTS.<br>517,993 SQ.FT. | | | 5 BLGS. 1,273 APTS.<br>1,246,353 SQ.FT. | | | 3 BLGS. 375 APTS.<br>238,612 SQ.FT. | | |
| | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED |
| INCOME | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 7) | 98.8% | 8.05 | ( 3) | 97.9% | 2.97 | ( 5) | 97.9% | 3.15 | ( 3) | 99.6% | 7.95 |
| RENTS-GARAGE/PARKING | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| RENTS-STORES/OFFICES | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| GROSS POSSIBLE RENTS | ( 7) | 98.8% | 8.05 | ( 3) | 97.9% | 2.97 | ( 5) | 97.9% | 3.15 | ( 3) | 99.6% | 7.95 |
| VACANCIES/RENT LOSS | ( 6) | .5 | .04 | ( 3) | 2.2 | .10 | ( 5) | 3.2 | .12 | ( 2) | .3 | .03 |
| TOTAL RENTS COLLECTED | ( 7) | 97.3 | 8.01 | ( 3) | 95.6 | 2.88 | ( 5) | 94.4 | 2.96 | ( 3) | 99.4 | 7.95 |
| OTHER INCOME | ( 7) | 1.2 | .08 | ( 3) | 2.1 | .07 | ( 5) | 2.1 | .11 | ( 3) | .4 | .03 |
| GROSS POSSIBLE INCOME | ( 7) | 100.0% | 8.26 | ( 3) | 100.0% | 3.05 | ( 5) | 100.0% | 3.27 | ( 3) | 100.0% | 7.99 |
| TOTAL COLLECTIONS | ( 7) | 99.7 | 8.22 | ( 3) | 97.8 | 2.95 | ( 5) | 96.8 | 3.08 | ( 3) | 100.0 | 7.99 |
| EXPENSES | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 7) | 5.0 | .46 | ( 3) | 7.5 | .25 | ( 5) | 6.7 | .25 | ( 3) | 5.9 | .44 |
| OTHER ADMINISTRTVE.** | ( 7) | 6.1 | .60 | ( 3) | 10.2 | .27 | ( 5) | 9.1 | .30 | ( 3) | 4.7 | .35 |
| SUBTOTAL ADMINIST. | ( 7) | 11.3% | 1.10 | ( 3) | 15.8% | .58 | ( 5) | 14.8% | .58 | ( 3) | 10.7% | .79 |
| SUPPLIES | ( 7) | .3 | .03 | ( 3) | .2 | .01 | ( 5) | .6 | .03 | ( 2) | .4 | .03 |
| HEATING FUEL-CA ONLY* | ( 2) | .5 | .05 | ( 1) | 3.3 | .10 | ( 3) | .4 | .02 | ( ) | | |
| CA & APTS.* | ( 5) | 2.5 | .22 | ( 2) | 7.8 | .27 | ( 2) | 7.8 | .27 | ( 3) | 7.6 | .61 |
| ELECTRICITY--CA ONLY* | ( 4) | 5.3 | .59 | ( 1) | 1.8 | .05 | ( 2) | 2.2 | .07 | ( ) | | |
| CA & APTS.* | ( 2) | 10.3 | .96 | ( 1) | 11.3 | .60 | ( 2) | 11.3 | .60 | ( 3) | 7.7 | .58 |
| WATER/SEWER--CA ONLY* | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| CA & APTS.* | ( 7) | 1.9 | .13 | ( 3) | 4.4 | .14 | ( 5) | 4.4 | .18 | ( 2) | 2.0 | .16 |
| GAS----------CA ONLY* | ( 1) | .7 | .05 | ( 1) | .4 | .01 | ( 2) | .6 | .02 | ( 2) | .0 | .00 |
| CA & APTS.* | ( 2) | 2.2 | .18 | ( 2) | 4.1 | .10 | ( 3) | 1.5 | .08 | ( ) | | |
| BUILDING SERVICES | ( 7) | .9 | .07 | ( 3) | 1.5 | .04 | ( 5) | 1.5 | .07 | ( 2) | 1.3 | .10 |
| OTHER OPERATING | ( 5) | .2 | .02 | ( 3) | 1.2 | .04 | ( 4) | 1.2 | .04 | ( 3) | 1.1 | .09 |
| SUBTOTAL OPERATING | ( 7) | 11.8% | 1.15 | ( 3) | 19.7% | .49 | ( 5) | 14.0% | .46 | ( 3) | 18.8% | 1.50 |
| SECURITY** | ( 5) | .2 | .02 | ( 2) | .4 | .01 | ( 3) | .4 | .01 | ( 1) | .0 | .00 |
| GROUNDS MAINTENANCE** | ( 7) | .7 | .08 | ( 3) | 2.0 | .06 | ( 5) | 2.0 | .06 | ( 3) | .5 | .04 |
| MAINTENANCE-REPAIRS | ( 7) | 3.3 | .23 | ( 3) | 7.9 | .24 | ( 5) | 7.9 | .33 | ( 3) | 3.7 | .30 |
| PAINTING/DECORATING** | ( 7) | 1.1 | .08 | ( 2) | 4.5 | .14 | ( 4) | 4.5 | .19 | ( 3) | 2.5 | .20 |
| SUBTOTAL MAINTENANCE | ( 7) | 5.6% | .48 | ( 3) | 14.6% | .45 | ( 5) | 14.6% | .55 | ( 3) | 7.1% | .60 |
| REAL ESTATE TAXES | ( 7) | 6.1 | .52 | ( 3) | 7.1 | .23 | ( 5) | 7.5 | .25 | ( 2) | 10.1 | .88 |
| OTHER TAX/FEE/PERMIT | ( 7) | .6 | .05 | ( 3) | 1.3 | .04 | ( 3) | 1.3 | .04 | ( 2) | 2.0 | .17 |
| INSURANCE | ( 7) | 3.0 | .27 | ( 3) | 8.2 | .21 | ( 5) | 5.4 | .21 | ( 3) | 1.1 | .09 |
| SUBTOTAL TAX-INSURNCE | ( 7) | 11.0% | .82 | ( 3) | 16.3% | .50 | ( 5) | 13.2% | .50 | ( 3) | 9.8% | .73 |
| RECREATNL/AMENITIES** | ( 2) | .1 | .01 | ( 1) | .9 | .02 | ( 2) | .9 | .02 | ( 1) | 3.3 | .24 |
| OTHER PAYROLL** | ( 6) | 3.7 | .31 | ( 2) | 10.4 | .32 | ( 4) | 10.5 | .34 | ( 2) | 7.0 | .61 |
| TOTAL ALL EXPENSES | ( 7) | 45.2% | 3.75 | ( 3) | 73.4% | 2.17 | ( 5) | 72.9% | 2.38 | ( 3) | 46.1% | 3.44 |
| NET OPERATING INCOME | ( 7) | 54.6% | 4.07 | ( 3) | 25.6% | .78 | ( 5) | 25.6% | .78 | ( 3) | 53.5% | 3.99 |
| PAYROLL RECAP** | ( 7) | 7.4 | .67 | ( 3) | 10.0 | .27 | ( 5) | 12.7 | .41 | ( 3) | 6.2 | .49 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

SELECTED METROPOLITAN AREAS
U.S.A.

MEDIAN INCOME AND OPERATING COSTS

BY BUILDING TYPE AND
SUBSIDY TYPE

| | KNOXVILLE, TN<br>LOW RISE BUILDINGS<br>SECT. 8 - FAMILY<br>3 BLGS. 304 APTS.<br>343,516 SQ.FT. | | | KNOXVILLE, TN<br>GARDEN BUILDINGS<br>SECTION 236<br>4 BLGS. 636 APTS.<br>451,571 SQ.FT. | | | KNOXVILLE, TN<br>GARDEN BUILDINGS<br>SECT. 8 - FAMILY<br>7 BLGS. 929 APTS.<br>731,943 SQ.FT. | | | KNOXVILLE, TN<br>GARDEN BUILDINGS<br>ALL FAMILY/NONELDERLY<br>11 BLGS. 1,565 APTS.<br>1,183,514 SQ.FT. | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED |
| INCOME | | | | | | | | | | | | |
| RENTS-APARTMENTS | (3) | 99.4% | 4.68 | (4) | 97.4% | 4.46 | (7) | 98.6% | 5.56 | (11) | 98.4% | 5.00 |
| RENTS-GARAGE/PARKING | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| RENTS-STORES/OFFICES | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| GROSS POSSIBLE RENTS | (3) | 99.4% | 4.68 | (4) | 97.4% | 4.46 | (7) | 98.6% | 5.56 | (11) | 98.4% | 5.00 |
| VACANCIES/RENT LOSS | (1) | .2 | .01 | (4) | 2.0 | .09 | (7) | .4 | .02 | (11) | 1.6 | .06 |
| TOTAL RENTS COLLECTED | (3) | 99.4 | 4.68 | (4) | 96.3 | 4.25 | (7) | 97.4 | 5.54 | (11) | 96.3 | 4.85 |
| OTHER INCOME | (3) | .6 | .03 | (4) | 3.6 | .13 | (7) | 1.4 | .08 | (11) | 1.6 | .09 |
| GROSS POSSIBLE INCOME | (3) | 100.0% | 4.71 | (4) | 100.0% | 4.53 | (7) | 100.0% | 5.62 | (11) | 100.0% | 5.13 |
| TOTAL COLLECTIONS | (3) | 100.0 | 4.71 | (4) | 98.4 | 4.42 | (7) | 99.6 | 5.60 | (11) | 98.4 | 4.94 |
| EXPENSES | | | | | | | | | | | | |
| MANAGEMENT FEE | (3) | 5.7 | .27 | (4) | 7.7 | .31 | (7) | 5.8 | .32 | (11) | 6.4 | .31 |
| OTHER ADMINISTRTVE.** | (3) | 7.8 | .37 | (4) | 10.1 | .47 | (7) | 7.6 | .43 | (11) | 9.0 | .43 |
| SUBTOTAL ADMINIST. | (3) | 13.5% | .64 | (4) | 17.8% | .82 | (7) | 12.5% | .70 | (11) | 14.8% | .70 |
| SUPPLIES | (3) | .6 | .03 | (4) | .1 | .00 | (6) | .3 | .01 | (10) | .2 | .01 |
| HEATING FUEL-CA ONLY* | (3) | 1.0 | .04 | (4) | .6 | .02 | (3) | .6 | .04 | (7) | .6 | .03 |
| CA & APTS.* | ( ) | | | ( ) | | | (3) | 11.5 | .65 | (3) | 11.5 | .65 |
| ELECTRICITY--CA ONLY* | (3) | .6 | .03 | (4) | 2.9 | .10 | (4) | 1.5 | .08 | (8) | 1.6 | .08 |
| CA & APTS.* | ( ) | | | ( ) | | | (3) | 3.3 | .21 | (3) | 3.3 | .21 |
| WATER/SEWER--CA ONLY* | (2) | 3.4 | .13 | ( ) | | | ( ) | | | ( ) | | |
| CA & APTS.* | (1) | 3.5 | .18 | (4) | 4.7 | .18 | (7) | 3.7 | .19 | (11) | 3.7 | .18 |
| GAS----------CA ONLY* | (2) | .3 | .02 | (2) | .6 | .03 | (3) | .2 | .01 | (5) | .2 | .01 |
| CA & APTS.* | ( ) | | | (1) | 5.0 | .23 | ( ) | | | (1) | 5.0 | .23 |
| BUILDING SERVICES | (3) | 1.3 | .05 | (2) | 4.5 | .20 | (3) | 1.9 | .10 | (5) | 2.0 | .10 |
| OTHER OPERATING | (3) | .8 | .04 | (4) | 1.9 | .08 | (2) | 1.5 | .09 | (6) | 1.5 | .08 |
| SUBTOTAL OPERATING | (3) | 7.2% | .30 | (4) | 11.5% | .44 | (7) | 9.2% | .53 | (11) | 9.4% | .44 |
| SECURITY** | (1) | .2 | .01 | (1) | .0 | .00 | (1) | .0 | .00 | (2) | .0 | .00 |
| GROUNDS MAINTENANCE** | (3) | 2.4 | .11 | (4) | 2.2 | .10 | (7) | 1.9 | .11 | (11) | 2.1 | .10 |
| MAINTENANCE-REPAIRS | (3) | 6.1 | .23 | (4) | 7.3 | .34 | (7) | 2.1 | .11 | (11) | 5.2 | .20 |
| PAINTING/DECORATING** | (3) | 5.4 | .19 | (4) | 3.0 | .14 | (7) | 1.3 | .08 | (11) | 2.2 | .08 |
| SUBTOTAL MAINTENANCE | (3) | 14.3% | .51 | (4) | 12.7% | .59 | (7) | 6.2% | .35 | (11) | 8.0% | .37 |
| REAL ESTATE TAXES | (3) | 9.1 | .48 | (4) | 13.3 | .55 | (7) | 8.8 | .51 | (11) | 9.9 | .51 |
| OTHER TAX/FEE/PERMIT | (2) | .2 | .01 | (2) | .4 | .02 | (2) | .2 | .01 | (4) | .2 | .01 |
| INSURANCE | (3) | 2.1 | .10 | (4) | 5.0 | .23 | (7) | 3.3 | .22 | (11) | 3.7 | .22 |
| SUBTOTAL TAX-INSURNCE | (3) | 12.1% | .61 | (4) | 16.9% | .74 | (7) | 12.7% | .65 | (11) | 13.0% | .65 |
| RECREATNL/AMENITIES** | ( ) | | | (1) | .7 | .03 | ( ) | | | (1) | .7 | .03 |
| OTHER PAYROLL** | ( ) | | | (3) | 4.8 | .22 | (6) | 4.4 | .29 | (9) | 4.8 | .22 |
| TOTAL ALL EXPENSES | (3) | 44.4% | 1.92 | (4) | 64.7% | 2.85 | (7) | 48.9% | 2.85 | (11) | 61.5% | 2.85 |
| NET OPERATING INCOME | (3) | 55.6% | 2.24 | (4) | 33.8% | 1.22 | (7) | 50.9% | 2.50 | (11) | 37.4% | 2.10 |
| PAYROLL RECAP** | (3) | 8.7 | .37 | (4) | 12.8 | .46 | (7) | 7.4 | .47 | (11) | 8.8 | .46 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

| | LANSING, MI<br>ELEVATOR BUILDINGS | | | LANSING, MI<br>GARDEN BUILDINGS<br>SECTION 236 | | | LANSING, MI<br>GARDEN BUILDINGS<br>ALL FAMILY/NONELDERLY | | | LEXINGTON, KY<br>GARDEN BUILDINGS<br>SECTION 221(D)3 | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | 4 BLGS. 547 APTS.<br>421,862 SQ.FT. | | | 6 BLGS. 916 APTS.<br>802,418 SQ.FT. | | | 8 BLGS. 1,244 APTS.<br>1,083,576 SQ.FT. | | | 3 BLGS. 176 APTS.<br>130,808 SQ.FT. | | |
| | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED |
| INCOME | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 4) | 97.0% | 7.78 | ( 6) | 97.4% | 4.56 | ( 8) | 97.4% | 5.10 | ( 3) | 97.3% | 4.00 |
| RENTS-GARAGE/PARKING | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| RENTS-STORES/OFFICES | ( 1) | 2.3 | .20 | ( ) | | | ( ) | | | ( ) | | |
| GROSS POSSIBLE RENTS | ( 4) | 97.7% | 7.78 | ( 6) | 97.4% | 4.56 | ( 8) | 97.4% | 5.10 | ( 3) | 97.3% | 4.00 |
| VACANCIES/RENT LOSS | ( 4) | .8 | .06 | ( 6) | 1.7 | .08 | ( 8) | 1.9 | .09 | ( 3) | 2.7 | .14 |
| TOTAL RENTS COLLECTED | ( 4) | 97.1 | 7.70 | ( 6) | 95.0 | 4.50 | ( 8) | 95.0 | 4.96 | ( 3) | 95.1 | 3.91 |
| OTHER INCOME | ( 4) | 3.0 | .20 | ( 6) | 2.9 | .14 | ( 8) | 2.9 | .18 | ( 3) | 2.7 | .11 |
| GROSS POSSIBLE INCOME | ( 4) | 100.0% | 8.02 | ( 6) | 100.0% | 4.86 | ( 8) | 100.0% | 5.23 | ( 3) | 100.0% | 4.11 |
| TOTAL COLLECTIONS | ( 4) | 99.3 | 7.94 | ( 6) | 98.6 | 4.80 | ( 8) | 98.3 | 5.10 | ( 3) | 97.3 | 4.03 |
| EXPENSES | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 4) | 3.9 | .28 | ( 6) | 5.4 | .28 | ( 8) | 4.6 | .26 | ( 3) | 5.5 | .25 |
| OTHER ADMINISTRTVE.** | ( 4) | 6.7 | .52 | ( 6) | 7.1 | .32 | ( 8) | 7.1 | .32 | ( 3) | 4.1 | .18 |
| SUBTOTAL ADMINIST. | ( 4) | 10.3% | .81 | ( 6) | 14.0% | .65 | ( 8) | 13.6% | .65 | ( 3) | 9.6% | .36 |
| SUPPLIES | ( 4) | 1.3 | .11 | ( 4) | 1.8 | .08 | ( 6) | .9 | .07 | ( 3) | .4 | .01 |
| HEATING FUEL-CA ONLY* | ( 1) | 2.0 | .16 | ( ) | | | ( 2) | 2.5 | .15 | ( ) | | |
| CA & APTS.* | ( 3) | 7.2 | .30 | ( 5) | 14.1 | .70 | ( 5) | 14.1 | .70 | ( 2) | 11.8 | .43 |
| ELECTRICITY--CA ONLY* | ( 3) | 2.2 | .17 | ( 6) | 1.0 | .05 | ( 8) | 1.0 | .05 | ( 3) | 2.1 | .11 |
| CA & APTS.* | ( 1) | 8.8 | .29 | ( ) | | | ( ) | | | ( ) | | |
| WATER/SEWER--CA ONLY* | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| CA & APTS.* | ( 4) | 3.1 | .18 | ( 6) | 6.2 | .31 | ( 8) | 4.0 | .21 | ( 3) | 5.1 | .26 |
| GAS----------CA ONLY* | ( ) | | | ( 1) | 2.3 | .12 | ( 2) | 2.3 | .12 | ( ) | | |
| CA & APTS.* | ( 2) | 1.4 | .11 | ( 2) | .5 | .02 | ( 2) | .5 | .02 | ( ) | | |
| BUILDING SERVICES | ( 3) | .9 | .05 | ( 6) | 1.4 | .06 | ( 7) | 1.2 | .06 | ( ) | | |
| OTHER OPERATING | ( 3) | 1.7 | .14 | ( 5) | .6 | .03 | ( 6) | .8 | .04 | ( 3) | 3.4 | .12 |
| SUBTOTAL OPERATING | ( 4) | 13.4% | 1.06 | ( 6) | 23.1% | 1.20 | ( 8) | 20.2% | .96 | ( 3) | 20.8% | .86 |
| SECURITY** | ( 1) | .3 | .02 | ( 2) | .2 | .01 | ( 2) | .2 | .01 | ( ) | | |
| GROUNDS MAINTENANCE** | ( 4) | 1.0 | .08 | ( 6) | 2.3 | .11 | ( 8) | 2.3 | .14 | ( 3) | .9 | .04 |
| MAINTENANCE-REPAIRS | ( 4) | 1.6 | .13 | ( 6) | 4.1 | .20 | ( 8) | 2.5 | .15 | ( 3) | 2.1 | .09 |
| PAINTING/DECORATING** | ( 4) | 1.5 | .12 | ( 6) | 3.1 | .15 | ( 8) | 3.0 | .15 | ( 3) | .5 | .02 |
| SUBTOTAL MAINTENANCE | ( 4) | 4.0% | .32 | ( 6) | 9.1% | .48 | ( 8) | 7.1% | .40 | ( 3) | 3.5% | .15 |
| REAL ESTATE TAXES | ( 4) | 7.1 | .39 | ( 6) | 12.1 | .64 | ( 8) | 10.3 | .64 | ( 3) | 12.5 | .49 |
| OTHER TAX/FEE/PERMIT | ( 1) | 1.4 | .11 | ( 5) | .3 | .01 | ( 6) | .6 | .03 | ( ) | | |
| INSURANCE | ( 4) | 3.5 | .28 | ( 6) | 4.9 | .26 | ( 8) | 4.7 | .24 | ( 3) | 3.9 | .16 |
| SUBTOTAL TAX-INSURNCE | ( 4) | 9.0% | .74 | ( 6) | 14.6% | .77 | ( 8) | 14.5% | .77 | ( 3) | 16.4% | .67 |
| RECREATNL/AMENITIES** | ( 1) | .0 | .00 | ( 2) | .4 | .02 | ( 2) | .4 | .02 | ( ) | | |
| OTHER PAYROLL** | ( 4) | 4.7 | .41 | ( 4) | 8.5 | .41 | ( 6) | 8.1 | .37 | ( ) | | |
| TOTAL ALL EXPENSES | ( 4) | 41.4% | 3.27 | ( 6) | 68.9% | 3.11 | ( 8) | 63.4% | 3.11 | ( 3) | 47.2% | 1.93 |
| NET OPERATING INCOME | ( 4) | 61.0% | 4.95 | ( 6) | 35.4% | 1.72 | ( 8) | 38.7% | 1.85 | ( 3) | 50.1% | 2.44 |
| PAYROLL RECAP** | ( 4) | 11.2 | .70 | ( 6) | 11.9 | .58 | ( 8) | 11.9 | .58 | ( 3) | 22.9 | .95 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

SELECTED METROPOLITAN AREAS
U.S.A.

**MEDIAN INCOME AND OPERATING COSTS**

BY BUILDING TYPE AND
SUBSIDY TYPE

| | LEXINGTON, KY | | | LEXINGTON, KY | | | LITTLE ROCK, AR | | | LITTLE ROCK, AR | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | GARDEN BUILDINGS SECTION 236 | | | GARDEN BUILDINGS ALL FAMILY/NONELDERLY | | | GARDEN BUILDINGS SECT. 8 - ELDERLY/HAND. | | | GARDEN BUILDINGS SECTION 236 | | |
| | 4 BLGS. 287 APTS. 219,433 SQ.FT. | | | 8 BLGS. 528 APTS. 411,153 SQ.FT. | | | 4 BLGS. 340 APTS. 344,800 SQ.FT. | | | 4 BLGS. 445 APTS. 352,969 SQ.FT. | | |
| | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED |
| INCOME | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 4) | 97.2% | 3.15 | ( 8) | 97.3% | 3.70 | ( 4) | 98.4% | 4.38 | ( 4) | 97.0% | 3.21 |
| RENTS-GARAGE/PARKING | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| RENTS-STOPES/OFFICES | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| GROSS POSSIBLE RENTS | ( 4) | 97.2% | 3.15 | ( 8) | 97.3% | 3.70 | ( 4) | 98.4% | 4.38 | ( 4) | 97.0% | 3.21 |
| VACANCIES/RENT LOSS | ( 4) | 7.5 | .25 | ( 8) | 5.2 | .17 | ( 4) | 28.1 | 1.25 | ( 4) | 3.7 | .11 |
| TOTAL RENTS COLLECTED | ( 4) | 92.0 | 2.96 | ( 8) | 95.1 | 3.60 | ( 4) | 72.6 | 3.20 | ( 4) | 94.5 | 3.03 |
| OTHER INCOME | ( 4) | 3.0 | .10 | ( 8) | 2.8 | .10 | ( 4) | 1.7 | .07 | ( 4) | 3.1 | .10 |
| GROSS POSSIBLE INCOME | ( 4) | 100.0% | 3.28 | ( 8) | 100.0% | 3.72 | ( 4) | 100.0% | 4.41 | ( 4) | 100.0% | 3.27 |
| TOTAL COLLECTIONS | ( 4) | 94.8 | 3.05 | ( 8) | 97.2 | 3.61 | ( 4) | 73.2 | 3.23 | ( 4) | 97.9 | 3.09 |
| EXPENSES | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 4) | 6.4 | .22 | ( 8) | 6.4 | .24 | ( 4) | 3.9 | .17 | ( 4) | 6.9 | .22 |
| OTHER ADMINISTRTVE.** | ( 4) | 4.5 | .17 | ( 8) | 4.4 | .18 | ( 4) | 6.0 | .27 | ( 4) | 6.4 | .19 |
| SUBTOTAL ADMINIST. | ( 4) | 10.9% | .41 | ( 8) | 10.6% | .41 | ( 4) | 9.9% | .43 | ( 4) | 13.8% | .41 |
| SUPPLIES | ( 4) | .5 | .02 | ( 8) | .4 | .02 | ( 4) | .8 | .04 | ( 3) | .4 | .01 |
| HEATING FUEL-CA ONLY* | ( ) | | | ( ) | | | ( 4) | 2.5 | .10 | ( 1) | 8.6 | .25 |
| CA & APTS.* | ( 4) | 9.4 | .30 | ( 6) | 9.4 | .37 | ( ) | | | ( 3) | 7.2 | .23 |
| ELECTRICITY--CA ONLY* | ( 3) | 1.8 | .07 | ( 7) | 2.1 | .07 | ( 4) | 1.6 | .07 | ( 4) | 4.0 | .12 |
| CA & APTS.* | ( 1) | 3.0 | .10 | ( 1) | 3.0 | .10 | ( ) | | | ( ) | | |
| WATER/SEWER--CA ONLY* | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| CA & APTS.* | ( 4) | 6.0 | .21 | ( 8) | 6.0 | .21 | ( 4) | 2.5 | .11 | ( 4) | 5.6 | .19 |
| GAS-----------CA ONLY* | ( ) | | | ( ) | | | ( 4) | .2 | .01 | ( 3) | .2 | .01 |
| CA & APTS.* | ( 2) | 7.4 | .27 | ( 2) | 7.4 | .27 | ( ) | | | ( 1) | 4.3 | .14 |
| BUILDING SERVICES | ( 1) | 4.7 | .16 | ( 2) | 4.7 | .16 | ( 3) | 2.1 | .09 | ( 4) | 2.9 | .09 |
| OTHER OPERATING | ( 4) | 3.4 | .11 | ( 7) | 3.4 | .11 | ( 4) | .7 | .03 | ( 3) | .3 | .01 |
| SUBTOTAL OPERATING | ( 4) | 26.5% | .85 | ( 8) | 21.5% | .85 | ( 4) | 9.7% | .43 | ( 4) | 20.2% | .69 |
| SECURITY** | ( 1) | .3 | .01 | ( 1) | .3 | .01 | ( ) | | | ( ) | | |
| GROUNDS MAINTENANCE** | ( 4) | 1.5 | .05 | ( 8) | 1.1 | .05 | ( 2) | 4.0 | .17 | ( 2) | 2.4 | .07 |
| MAINTENANCE-REPAIRS | ( 4) | 5.5 | .21 | ( 8) | 2.7 | .09 | ( 4) | 6.3 | .25 | ( 4) | 14.0 | .45 |
| PAINTING/DECORATING** | ( 4) | 1.6 | .05 | ( 8) | .8 | .03 | ( 4) | 4.4 | .19 | ( 4) | 6.3 | .18 |
| SUBTOTAL MAINTENANCE | ( 4) | 8.3% | .31 | ( 8) | 6.0% | .20 | ( 4) | 10.7% | .43 | ( 4) | 18.6% | .63 |
| REAL ESTATE TAXES | ( 4) | 9.2 | .34 | ( 8) | 9.2 | .34 | ( 4) | 7.1 | .32 | ( 4) | 6.7 | .21 |
| OTHER TAX/FEE/PERMIT | ( ) | | | ( 1) | .8 | .05 | ( 4) | .5 | .02 | ( 4) | 1.1 | .04 |
| INSURANCE | ( 4) | 6.1 | .23 | ( 8) | 3.9 | .18 | ( 4) | 2.0 | .09 | ( 4) | 4.3 | .13 |
| SUBTOTAL TAX-INSURNCE | ( 4) | 14.8% | .48 | ( 8) | 14.8% | .57 | ( 4) | 9.7% | .43 | ( 4) | 11.4% | .37 |
| RECREATNL/AMENITIES** | ( 1) | .1 | .00 | ( 1) | .1 | .00 | ( 2) | .5 | .02 | ( ) | | |
| OTHER PAYROLL** | ( 1) | 17.6 | .58 | ( 2) | 17.6 | .58 | ( 4) | 5.1 | .21 | ( 4) | 13.2 | .42 |
| TOTAL ALL EXPENSES | ( 4) | 63.2% | 2.35 | ( 8) | 52.8% | 2.35 | ( 4) | 45.2% | 1.89 | ( 4) | 71.8% | 2.25 |
| NET OPERATING INCOME | ( 4) | 34.0% | 1.26 | ( 8) | 42.0% | 1.35 | ( 4) | 33.9% | 1.41 | ( 4) | 26.1% | .81 |
| PAYROLL RECAP** | ( 4) | 20.5 | .68 | ( 7) | 20.5 | .76 | ( 4) | 5.1 | .21 | ( 4) | 14.2 | .45 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

LITTLE ROCK, AR
GARDEN BUILDINGS
ALL FAMILY/NONELDERLY
8 BLGS. 945 APTS.
734,943 SQ.FT.

LITTLE ROCK, AR
GARDEN BUILDINGS
12 BUILDINGS 1,285 APARTMENTS
1,079,743 RENTABLE SQUARE FEET

LOS ANGELES, CA
LOW RISE BUILDINGS
SECTION 236
3 BLGS. 250 APTS.
228,553 SQ.FT.

| | LITTLE ROCK, AR GARDEN BUILDINGS ALL FAMILY/NONELDERLY | | | LITTLE ROCK, AR GARDEN BUILDINGS | | | | | | | LOS ANGELES, CA LOW RISE BUILDINGS SECTION 236 | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | ------% OF GPTI------ MED | LOW | HIGH | ----$/SQ FT.---- MED | LOW | HIGH | BLDGS. | % GPTI MED | $/SQFT MED |
| INCOME | | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 8) | 98.3% | 3.41 | ( 12) | 98.3% | 97.1% | 98.4% | 3.79 | 3.31 | 4.08 | ( 3) | 98.5% | 5.10 |
| RENTS-GARAGE/PARKING | ( ) | | | ( ) | | | | | | | ( ) | | |
| RENTS-STORES/OFFICES | ( ) | | | ( ) | | | | | | | ( ) | | |
| GROSS POSSIBLE RENTS | ( 8) | 98.3% | 3.41 | ( 12) | 98.3% | 97.1% | 98.4% | 3.79 | 3.31 | 4.08 | ( 3) | 98.5% | 5.10 |
| VACANCIES/RENT LOSS | ( 8) | 2.1 | .11 | ( 12) | 4.3 | 2.1 | 17.5 | .16 | .07 | .69 | ( 3) | 1.2 | .05 |
| TOTAL RENTS COLLECTED | ( 8) | 95.8 | 3.27 | ( 12) | 93.3 | 80.8 | 95.8 | 3.20 | 3.03 | 3.27 | ( 3) | 97.9 | 5.06 |
| OTHER INCOME | ( [illegible]) | 2.9 | .09 | ( 12) | 1.7 | 1.6 | 2.9 | .07 | .06 | .10 | ( 2) | 1.8 | .09 |
| GROSS POSSIBLE INCOME | ( 8) | 100.0% | 3.52 | ( 12) | 100.0% | 100.0% | 100.0% | 3.81 | 3.41 | 4.10 | ( 3) | 100.0% | 5.17 |
| TOTAL COLLECTIONS | ( 8) | 97.9 | 3.38 | ( 12) | 96.3 | 82.5 | 97.9 | 3.27 | 3.09 | 3.38 | ( 3) | 98.8 | 5.14 |
| EXPENSES | | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 8) | 6.2 | .21 | ( 12) | 5.3 | 4.1 | 6.2 | .20 | .17 | .21 | ( 3) | 7.5 | .39 |
| OTHER ADMINISTRTVE.** | ( 8) | 4.7 | .16 | ( 12) | 6.0 | 4.2 | 6.4 | .24 | .16 | .27 | ( 3) | 11.3 | .59 |
| SUBTOTAL ADMINIST. | ( 8) | 11.6% | .41 | ( 12) | 10.1% | 9.6% | 11.6% | .42 | .40 | .44 | ( 3) | 18.8% | .97 |
| SUPPLIES | ( 6) | .4 | .02 | ( 10) | .4 | | | .02 | | | ( 3) | .1 | .01 |
| HEATING FUEL-CA ONLY* | ( 2) | 8.6 | .25 | ( 6) | 2.5 | | | .10 | | | ( ) | | |
| CA & APTS.* | ( 6) | 6.4 | .23 | ( 6) | 6.4 | | | .23 | | | ( 1) | 11.0 | .44 |
| ELECTRICITY--CA ONLY* | ( 7) | 2.4 | .08 | ( 11) | 1.9 | 1.4 | 2.4 | .07 | .07 | .09 | ( ) | | |
| CA & APTS.* | ( 1) | 23.2 | .82 | ( 1) | 23.2 | | | .82 | | | ( 3) | 8.1 | .42 |
| WATER/SEWER--CA ONLY* | ( ) | | | ( ) | | | | | | | ( ) | | |
| CA & APTS.* | ( 8) | 4.2 | .19 | ( 12) | 3.9 | 2.5 | 4.2 | .15 | .08 | .19 | ( 3) | 3.8 | .20 |
| GAS----------CA ONLY* | ( 5) | .2 | .01 | ( 9) | .2 | | | .01 | | | ( ) | | |
| CA & APTS.* | ( 3) | 3.1 | .12 | ( 3) | 3.1 | | | .12 | | | ( 3) | 4.2 | .16 |
| BUILDING SERVICES | ( 8) | 2.6 | .09 | ( 11) | 2.6 | 1.7 | 2.7 | .09 | .07 | .10 | ( 1) | 1.4 | .05 |
| OTHER OPERATING | ( 6) | .3 | .01 | ( 10) | .3 | | | .01 | | | ( 2) | 1.8 | .09 |
| SUBTOTAL OPERATING | ( 8) | 19.0% | .57 | ( 12) | [illegible] | 9.7% | 19.0% | .56 | .51 | .57 | ( 3) | 20.4% | .84 |
| SECURITY** | ( 1) | .6 | .02 | ( 1) | .6 | | | .02 | | | ( 2) | 3.8 | .19 |
| GROUNDS MAINTENANCE** | ( 4) | 2.6 | .09 | ( 6) | 2.8 | | | .11 | | | ( 3) | 5.6 | .29 |
| MAINTENANCE-REPAIRS | ( 8) | 6.5 | .24 | ( 12) | 6.3 | 3.9 | 6.5 | .24 | .15 | .29 | ( 3) | 14.8 | .78 |
| PAINTING/DECORATING** | ( 8) | 2.4 | .10 | ( 12) | 4.3 | 1.5 | 4.6 | .16 | .08 | .18 | ( 3) | 2.8 | .13 |
| SUBTOTAL MAINTENANCE | ( 8) | 11.6% | .43 | ( 12) | 10.7% | 8.9% | 11.6% | .43 | .34 | .45 | ( 3) | 27.6% | 1.43 |
| REAL ESTATE TAXES | ( 8) | 4.9 | .18 | ( 12) | 6.2 | 4.9 | 6.7 | .23 | .15 | .28 | ( 3) | 3.8 | .20 |
| OTHER TAX/FEE/PERMIT | ( 7) | .8 | .03 | ( 11) | .5 | .4 | .8 | .02 | .02 | .03 | ( 3) | 1.2 | .06 |
| INSURANCE | ( 8) | 3.6 | .12 | ( 12) | 3.0 | 2.0 | 3.6 | .12 | .09 | .12 | ( 3) | 5.7 | .29 |
| SUBTOTAL TAX-INSURNCE | ( 8) | 9.6% | .33 | ( 12) | 9.6% | 8.7% | 10.1% | .37 | .33 | .41 | ( 3) | 10.9% | .56 |
| RECREATNL/AMENITIES** | ( ) | | | ( 2) | .5 | | | .02 | | | ( 1) | .1 | .00 |
| OTHER PAYROLL** | ( 8) | 8.1 | .28 | ( 12) | 5.1 | 4.4 | 8.1 | .23 | .19 | .28 | ( 3) | 2.3 | .12 |
| TOTAL ALL EXPENSES | ( 8) | 68.9% | 2.25 | ( 12) | 53.5% | 45.2% | 68.9% | 2.12 | 1.91 | 2.25 | ( 3) | 80.7% | 4.14 |
| NET OPERATING INCOME | ( 8) | 29.2% | 1.03 | ( 12) | 29.2% | 26.1% | 35.5% | 1.25 | .81 | 1.50 | ( 3) | 18.6% | .96 |
| PAYROLL RECAP** | ( 8) | 12.1 | .42 | ( 12) | 8.4 | 5.1 | 12.1 | .31 | .23 | .42 | ( 3) | 7.1 | .37 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

## MEDIAN INCOME AND OPERATING COSTS

## BY BUILDING TYPE AND SUBSIDY TYPE

| | LOS ANGELES, CA | | | LOS ANGELES, CA | | | LOS ANGELES, CA | | | LOUISVILLE, KY | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | GARDEN BUILDINGS SECTION 236 | | | GARDEN BUILDINGS SECT. 8 - FAMILY | | | GARDEN BUILDINGS ALL FAMILY/NONELDERLY | | | ELEVATOR BUILDINGS ALL ELDERLY/HANDICAPPED | | |
| | 4 BLGS. 202 APTS. 159,307 SQ.FT. | | | 3 BLGS. 445 APTS. 359,564 SQ.FT. | | | 9 BLGS. 839 APTS. 687,817 SQ.FT. | | | 3 BLGS. 540 APTS. 405,580 SQ.FT. | | |
| | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED |
| INCOME | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 4) | 98.9% | 5.89 | ( 3) | 98.3% | 9.48 | ( 9) | 98.9% | 5.89 | ( 3) | 92.7% | 6.69 |
| RENTS-GARAGE/PARKING | ( ) | | | ( ) | | | ( 1) | .4 | .01 | ( ) | | |
| RENTS-STORES/OFFICES | ( ) | | | ( ) | | | ( ) | | | ( 2) | 20.6 | 1.43 |
| GROSS POSSIBLE RENTS | ( 4) | 98.9% | 5.89 | ( 3) | 98.3% | 9.48 | ( 9) | 98.9% | 5.89 | ( 3) | 99.6% | 7.20 |
| VACANCIES/RENT LOSS | ( 4) | .4 | .02 | ( 3) | 2.5 | .24 | ( 9) | .4 | .02 | ( 3) | 1.9 | .14 |
| TOTAL RENTS COLLECTED | ( 4) | 98.8 | 5.88 | ( 3) | 94.9 | 9.24 | ( 9) | 98.1 | 5.88 | ( 3) | 97.9 | 7.07 |
| OTHER INCOME | ( 4) | 1.1 | .08 | ( 3) | 1.7 | .13 | ( 9) | 1.1 | .08 | ( 3) | .4 | .04 |
| GROSS POSSIBLE INCOME | ( 4) | 100.0% | 5.93 | ( 3) | 100.0% | 9.74 | ( 9) | 100.0% | 5.93 | ( 3) | 100.0% | 7.22 |
| TOTAL COLLECTIONS | ( 4) | 99.9 | 5.92 | ( 3) | 97.5 | 9.49 | ( 9) | 99.6 | 5.92 | ( 3) | 98.1 | 7.08 |
| EXPENSES | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 4) | 7.9 | .50 | ( 3) | 3.6 | .26 | ( 9) | 7.3 | .33 | ( 2) | 3.8 | .28 |
| OTHER ADMINISTRTVE.** | ( 4) | 12.0 | .80 | ( 3) | 2.9 | .29 | ( 9) | 9.6 | .43 | ( 3) | 8.8 | .66 |
| SUBTOTAL ADMINIST. | ( 4) | 19.[illegible]% | 1.29 | ( 3) | 7.3% | .59 | ( 9) | 17.0% | .76 | ( 3) | 11.4% | .86 |
| SUPPLIES | ( 4) | .3 | .01 | ( 3) | .4 | .03 | ( 9) | .2 | .01 | ( 3) | .3 | .02 |
| HEATING FUEL-CA ONLY* | ( ) | | | ( 3) | 1.9 | .14 | ( 3) | 1.9 | .14 | ( 2) | 5.7 | .39 |
| CA & APTS.* | ( 1) | .8 | .03 | ( ) | | | ( 2) | 2.8 | .14 | ( 1) | 2.7 | .27 |
| ELECTRICITY--CA ONLY* | ( 1) | 7.4 | .44 | ( 3) | 1.1 | .08 | ( 5) | 1.3 | .08 | ( 1) | 11.8 | .82 |
| CA & APTS.* | ( 3) | 7.5 | .43 | ( ) | | | ( 4) | 7.5 | .43 | ( 2) | 8.8 | .64 |
| WATER/SEWER--CA ONLY* | ( ) | | | ( ) | | | ( ) | | | ( 1) | 2.0 | .14 |
| CA & APTS.* | ( 4) | 5.4 | .35 | ( 3) | 1.6 | .16 | ( 9) | 2.9 | .17 | ( 2) | 2.0 | .20 |
| GAS----------CA ONLY* | ( 1) | 3.8 | .23 | ( ) | | | ( 2) | 3.8 | .23 | ( 1) | 1.4 | .10 |
| CA & APTS.* | ( 3) | 4.4 | .25 | ( ) | | | ( 4) | 4.4 | .25 | ( 2) | 1.5 | .11 |
| BUILDING SERVICES | ( ) | | | ( 3) | 1.0 | .10 | ( 4) | 1.4 | .10 | ( 3) | .5 | .04 |
| OTHER OPERATING | ( 4) | 4.2 | .25 | ( 3) | .2 | .02 | ( 8) | 2.2 | .11 | ( 3) | .2 | .02 |
| SUBTOTAL OPERATING | ( 4) | 21.1% | 1.25 | ( 3) | 6.1% | .44 | ( 9) | 9.8% | .72 | ( 3) | 21.8% | 1.51 |
| SECURITY** | ( 1) | 2.8 | .19 | ( 3) | .2 | .02 | ( 5) | .2 | .02 | ( 2) | 2.4 | .16 |
| GROUNDS MAINTENANCE** | ( 4) | 9.3 | .42 | ( 3) | 2.2 | .18 | ( 9) | 2.9 | .26 | ( 2) | .6 | .06 |
| MAINTENANCE-REPAIRS | ( 4) | 9.9 | .58 | ( 3) | 2.5 | .24 | ( 9) | 5.2 | .30 | ( 3) | 2.7 | .20 |
| PAINTING/DECORATING** | ( 4) | 2.7 | .16 | ( 3) | 1.2 | .11 | ( 9) | 1.7 | .12 | ( 3) | .6 | .04 |
| SUBTOTAL MAINTENANCE | ( 4) | 20.6% | 1.26 | ( 3) | 5.8% | .54 | ( 9) | 11.9% | .82 | ( 3) | 3.4% | .24 |
| REAL ESTATE TAXES | ( 4) | 6.0% | .30 | ( 3) | 6.3 | .61 | ( 9) | 6.0 | .37 | ( 2) | 7.8 | .56 |
| OTHER TAX/FEE/PERMIT | ( 4) | .9 | .06 | ( 3) | .1 | .01 | ( 8) | .8 | .04 | ( 1) | 1.2 | .08 |
| INSURANCE | ( 4) | 5.8 | .35 | ( 3) | 2.3 | .17 | ( 9) | 4.6 | .21 | ( 3) | 1.4 | .12 |
| SUBTOTAL TAX-INSURNCE | ( 4) | 12.6% | .63 | ( 3) | 10.7% | .79 | ( 9) | 10.9% | .63 | ( 3) | 9.2% | .66 |
| RECREATNL/AMENITIES** | ( ) | | | ( 3) | .3 | .02 | ( 4) | .3 | .02 | ( 1) | 2.8 | .29 |
| OTHER PAYROLL** | ( 3) | .2 | .01 | ( 3) | 5.1 | .38 | ( 8) | 5.1 | .37 | ( 3) | 2.3 | .16 |
| TOTAL ALL EXPENSES | ( 4) | 76.1% | 3.91 | ( 3) | 36.3% | 2.62 | ( 9) | 61.9% | 3.43 | ( 3) | 50.8% | 3.67 |
| NET OPERATING INCOME | ( 4) | 24.3% | 1.60 | ( 3) | 60.9% | 5.93 | ( 9) | 37.2% | 1.87 | ( 3) | 47.3% | 3.42 |
| PAYROLL RECAP** | ( 4) | 3.9 | .19 | ( 3) | 5.1 | .38 | ( 9) | 5.1 | .37 | ( 3) | 10.8 | .80 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

| | LOUISVILLE, KY | | | LOUISVILLE, KY | | | LOWELL, MA | | | MACON, GA | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | LOW RISE BUILDINGS | | | GARDEN BUILDINGS | | | ELEVATOR BUILDINGS<br>SECT. 8 - ELDERLY/HAND. | | | GARDEN BUILDINGS<br>SECT. 8 - FAMILY | | |
| | 3 BLGS. | | 173 APTS.<br>124,535 SQ.FT. | 5 BLGS. | | 327 APTS.<br>215,312 SQ.FT. | 4 BLGS. | | 603 APTS.<br>545,263 SQ.FT. | 3 BLGS. | | 297 APTS.<br>195,569 SQ.FT. |
| | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED |
| INCOME | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 3) | 98.9% | 7.85 | ( 5) | 97.4% | 5.61 | ( 4) | 99.7% | 11.06 | ( 3) | 96.6% | 6.69 |
| RENTS-GARAGE/PARKING | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| RENTS-STORES/OFFICES | ( ) | | | ( 1) | 3.1 | .12 | ( 1) | 7.9 | .55 | ( ) | | |
| GROSS POSSIBLE RENTS | ( 3) | 98.9% | 7.85 | ( 5) | 98.2% | 5.61 | ( 4) | 99.7% | 11.06 | ( 3) | 96.6% | 6.69 |
| VACANCIES/RENT LOSS | ( 2) | 1.6 | .13 | ( 5) | .9 | .06 | ( 3) | .0 | .00 | ( 3) | 1.0 | .07 |
| TOTAL RENTS COLLECTED | ( 3) | 98.2 | 7.73 | ( 5) | 96.4 | 5.60 | ( 4) | 99.6 | 11.05 | ( 3) | 95.6 | 6.62 |
| OTHER INCOME | ( 3) | 1.1 | .14 | ( 4) | 2.6 | .16 | ( 4) | .4 | .03 | ( 3) | 3.4 | .24 |
| GROSS POSSIBLE INCOME | ( 3) | 100.0% | 7.87 | ( 5) | 100.0% | 6.09 | ( 4) | 100.0% | 11.11 | ( 3) | 100.0% | 6.93 |
| TOTAL COLLECTIONS | ( 3) | 99.5 | 7.75 | ( 5) | 99.1 | 6.08 | ( 4) | 100.0 | 11.10 | ( 3) | 99.0 | 6.86 |
| EXPENSES | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 3) | 5.6 | .54 | ( 5) | 6.5 | .39 | ( 4) | 4.0 | .42 | ( 3) | 5.3 | .36 |
| OTHER ADMINISTRTVE.** | ( 3) | 2.5 | .20 | ( 5) | 2.9 | .17 | ( 4) | 6.0 | .45 | ( 3) | 9.1 | .62 |
| SUBTOTAL ADMINIST. | ( 3) | 8.3% | .74 | ( 5) | 9.7% | .57 | ( 4) | 9.8% | .90 | ( 3) | 14.6% | .98 |
| SUPPLIES | ( 2) | .2 | .02 | ( 5) | .3 | .02 | ( 4) | .8 | .08 | ( 3) | .2 | .01 |
| HEATING FUEL--CA ONLY* | ( 1) | .2 | .02 | ( 1) | 1.3 | .12 | ( ) | | | ( 2) | .5 | .03 |
| CA & APTS.* | ( 2) | 7.3 | .90 | ( 2) | 11.5 | .39 | ( 4) | 4.9 | .41 | ( ) | | |
| ELECTRICITY--CA ONLY* | ( 1) | .6 | .05 | ( 2) | 1.6 | .15 | ( 1) | .9 | .10 | ( 3) | 1.4 | .10 |
| CA & APTS.* | ( 2) | 5.5 | .41 | ( 3) | 3.0 | .19 | ( 3) | 3.7 | .43 | ( ) | | |
| WATER/SEWER--CA ONLY* | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| CA & APTS.* | ( 3) | 1.1 | .13 | ( 5) | 3.3 | .26 | ( 4) | 1.3 | .12 | ( 3) | 2.2 | .14 |
| GAS-----------CA ONLY* | ( ) | | | ( ) | | | ( 2) | .4 | .04 | ( 3) | .2 | .01 |
| CA & APTS.* | ( 1) | 1.3 | .09 | ( 1) | 2.0 | .08 | ( 2) | .1 | .01 | ( ) | | |
| BUILDING SERVICES | ( 3) | .5 | .06 | ( 3) | 1.4 | .09 | ( 4) | .9 | .10 | ( ) | | |
| OTHER OPERATING | ( 1) | .1 | .01 | ( 1) | 3.0 | .10 | ( 3) | .0 | .00 | ( 3) | 1.6 | .11 |
| SUBTOTAL OPERATING | ( 3) | 8.4% | .63 | ( 5) | 9.4% | .65 | ( 4) | 9.5% | 1.12 | ( 3) | 6.1% | .42 |
| SECURITY** | ( ) | | | ( 1) | .8 | .03 | ( 4) | .6 | .07 | ( 2) | .4 | .03 |
| GROUNDS MAINTENANCE** | ( 3) | .2 | .02 | ( 5) | .7 | .04 | ( 4) | 1.4 | .16 | ( 3) | 4.3 | .29 |
| MAINTENANCE-REPAIRS | ( 3) | 2.2 | .26 | ( 5) | 3.2 | .19 | ( 4) | 13.2 | 1.57 | ( 3) | 8.1 | .54 |
| PAINTING/DECORATING** | ( 3) | .2 | .02 | ( 5) | .3 | .02 | ( 4) | 1.6 | .17 | ( 3) | 2.9 | .20 |
| SUBTOTAL MAINTENANCE | ( 3) | 2.2% | .27 | ( 5) | 3.9% | .24 | ( 4) | 20.2% | 2.39 | ( 3) | 15.6% | 1.04 |
| REAL ESTATE TAXES | ( 2) | 5.6 | .63 | ( 5) | 4.0 | .22 | ( 4) | 7.7 | .76 | ( 3) | 3.9 | .27 |
| OTHER TAX/FEE/PERMIT | ( 2) | .4 | .03 | ( 2) | .2 | .01 | ( 3) | .0 | .00 | ( 3) | 2.1 | .15 |
| INSURANCE | ( 3) | 2.3 | .29 | ( 5) | 1.6 | .12 | ( 4) | 2.4 | .26 | ( 3) | 3.3 | .22 |
| SUBTOTAL TAX-INSURNCE | ( 3) | 7.5% | .92 | ( 5) | 6.5% | .48 | ( 4) | 10.0% | 1.05 | ( 3) | 10.3% | .72 |
| RECREATNL/AMENITIES** | ( ) | | | ( ) | | | ( 2) | .7 | .08 | ( ) | | |
| OTHER PAYROLL** | ( 1) | .9 | .07 | ( ) | | | ( 3) | 2.5 | .17 | ( 3) | 5.0 | .35 |
| TOTAL ALL EXPENSES | ( 3) | 27.4% | 2.85 | ( 5) | 27.4% | 2.02 | ( 4) | 45.8% | 5.42 | ( 3) | 54.4% | 3.64 |
| NET OPERATING INCOME | ( 3) | 72.1% | 5.99 | ( 5) | 72.4% | 4.41 | ( 4) | 57.6% | 6.41 | ( 3) | 44.3% | 2.96 |
| PAYROLL RECAP** | ( 2) | 3.6 | .39 | ( 5) | 6.4 | .39 | ( 4) | 7.8 | .83 | ( ) | | |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix. Copyright © 1987, Institute of Real Estate Management.

SELECTED METROPOLITAN AREAS
U.S.A.

## MEDIAN INCOME AND OPERATING COSTS

BY BUILDING TYPE AND
SUBSIDY TYPE

| | MADISON, WI | | | MEMPHIS, TN | | | MEMPHIS, TN | | | MEMPHIS, TN | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | LOW RISE BUILDINGS SECT. 8 - ELDERLY/HAND. | | | GARDEN BUILDINGS SECTION 236 | | | GARDEN BUILDINGS SECT. 8 - ELDERLY/HAND. | | | GARDEN BUILDINGS SECT. 8 - FAMILY | | |
| | 3 BLGS. 165 APTS. 104,755 SQ.FT. | | | 4 BLGS. 655 APTS. 575,383 SQ.FT. | | | 3 BLGS. 408 APTS. 285,193 SQ.FT. | | | 9 BLGS. 1,048 APTS. 753,340 SQ.FT. | | |
| | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED |
| INCOME | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 3) | 93.7% | 5.01 | ( 4) | 97.4% | 3.09 | ( 3) | 99.3% | 6.46 | ( 9) | 98.8% | 6.25 |
| RENTS-GARAGE/PARKING | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| RENTS-STORES/OFFICES | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| GROSS POSSIBLE RENTS | ( 3) | 93.7% | 5.01 | ( 4) | 97.4% | 3.09 | ( 3) | 99.3% | 6.46 | ( 9) | 98.8% | 6.25 |
| VACANCIES/RENT LOSS | ( 3) | .1 | .01 | ( 4) | 1.2 | .04 | ( 2) | 6.2 | .37 | ( 8) | 1.1 | .04 |
| TOTAL RENTS COLLECTED | ( 3) | 93.0 | 4.97 | ( 4) | 96.3 | 3.05 | ( 3) | 99.3 | 6.45 | ( 9) | 97.9 | 6.25 |
| OTHER INCOME | ( 3) | 6.3 | .34 | ( 4) | 3.0 | .10 | ( 3) | .7 | .05 | ( 7) | 1.5 | .10 |
| GROSS POSSIBLE INCOME | ( 3) | 100.0% | 5.34 | ( 4) | 100.0% | 3.17 | ( 3) | 100.0% | 6.48 | ( 9) | 100.0% | 6.33 |
| TOTAL COLLECTIONS | ( 3) | 99.9 | 5.31 | ( 4) | 99.0 | 3.14 | ( 3) | 99.9 | 6.47 | ( 9) | 99.2 | 6.33 |
| EXPENSES | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 3) | 6.0 | .32 | ( 4) | 7.9 | .25 | ( 3) | 5.1 | .30 | ( 9) | 7.6 | .37 |
| OTHER ADMINISTRTVE.** | ( 3) | 2.4 | .12 | ( 4) | 12.7 | .40 | ( 3) | 5.7 | .37 | ( 9) | 7.8 | .39 |
| SUBTOTAL ADMINIST. | ( 3) | 8.2% | .44 | ( 4) | 20.2% | .64 | ( 3) | 10.1% | .66 | ( 9) | 15.5% | .72 |
| SUPPLIES | ( 3) | .2 | .01 | ( 4) | .4 | .01 | ( 2) | .1 | .01 | ( 9) | .1 | .01 |
| HEATING FUEL-CA ONLY* | ( 2) | 3.3 | .17 | ( 3) | .4 | .01 | ( 1) | .3 | .02 | ( 7) | .4 | .02 |
| CA & APTS.* | ( 1) | 2.3 | .20 | ( ) | | | ( 1) | .9 | .06 | ( ) | | |
| ELECTRICITY--CA ONLY* | ( 3) | 4.4 | .24 | ( 4) | 2.8 | .09 | ( 2) | 2.4 | .18 | ( 9) | 1.8 | .11 |
| CA & APTS.* | ( ) | | | ( ) | | | ( 1) | .7 | .05 | ( ) | | |
| WATER/SEWER--CA ONLY* | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| CA & APTS.* | ( 3) | 1.5 | .07 | ( 4) | 4.0 | .13 | ( 2) | 1.4 | .09 | ( 9) | 2.6 | .16 |
| GAS----------CA ONLY* | ( ) | | | ( 3) | .2 | .01 | ( 2) | .3 | .02 | ( 6) | .2 | .01 |
| CA & APTS.* | ( 1) | .6 | .06 | ( 1) | .1 | .00 | ( ) | | | ( 3) | .6 | .02 |
| BUILDING SERVICES | ( 3) | .6 | .04 | ( 2) | 1.1 | .03 | ( ) | | | ( 5) | .5 | .03 |
| OTHER OPERATING | ( 2) | .0 | .00 | ( 3) | 1.3 | .04 | ( 3) | .7 | .04 | ( 6) | 2.0 | .09 |
| SUBTOTAL OPERATING | ( 3) | 10.3% | .54 | ( 4) | 8.9% | .30 | ( 3) | 3.8% | .25 | ( 9) | 8.4% | .38 |
| SECURITY** | ( 1) | .8 | .07 | ( 4) | 2.6 | .09 | ( 2) | 2.0 | .13 | ( 8) | 1.3 | .09 |
| GROUNDS MAINTENANCE** | ( 3) | 2.3 | .11 | ( 4) | 3.4 | .11 | ( 3) | 4.6 | .33 | ( 9) | 2.1 | .12 |
| MAINTENANCE-REPAIRS | ( 3) | 4.8 | .26 | ( 4) | 6.5 | .18 | ( 3) | 1.7 | .11 | ( 9) | 3.1 | .21 |
| PAINTING/DECORATING** | ( 3) | .2 | .01 | ( 4) | 2.5 | .09 | ( 2) | .8 | .05 | ( 9) | 2.2 | .14 |
| SUBTOTAL MAINTENANCE | ( 3) | 7.1% | .42 | ( 4) | 17.9% | .49 | ( 3) | 6.7% | .49 | ( 9) | 10.6% | .52 |
| REAL ESTATE TAXES | ( 3) | 5.3 | .26 | ( 4) | 9.9 | .31 | ( 3) | 8.8 | .52 | ( 9) | 9.6 | .38 |
| OTHER TAX/FEE/PERMIT | ( 2) | 1.1 | .05 | ( 3) | 1.6 | .04 | ( 2) | .8 | .06 | ( 7) | .8 | .03 |
| INSURANCE | ( 3) | 1.3 | .07 | ( 4) | 5.6 | .17 | ( 2) | 2.7 | .16 | ( 9) | 3.3 | .15 |
| SUBTOTAL TAX-INSURNCE | ( 3) | 7.8% | .38 | ( 4) | 16.6% | .53 | ( 3) | 11.5% | .68 | ( 9) | 13.5% | .56 |
| RECREATNL/AMENITIES** | ( 3) | .3 | .02 | ( ) | | | ( ) | | | ( 1) | 1.1 | .07 |
| OTHER PAYROLL** | ( 3) | 1.1 | .06 | ( 4) | 7.1 | .28 | ( 2) | 3.5 | .23 | ( 6) | 7.2 | .35 |
| TOTAL ALL EXPENSES | ( 3) | 37.0% | 1.82 | ( 4) | 71.8% | 2.24 | ( 3) | 35.6% | 2.11 | ( 9) | 54.2% | 2.51 |
| NET OPERATING INCOME | ( 3) | 62.8% | 3.49 | ( 4) | 32.7% | 1.02 | ( 3) | 60.6% | 3.93 | ( 9) | 45.3% | 3.40 |
| PAYROLL RECAP** | ( 3) | 4.4 | .22 | ( 4) | 13.1 | .43 | ( 3) | 8.6 | .51 | ( 9) | 9.8 | .40 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

| | MEMPHIS, TN<br>GARDEN BUILDINGS<br>ALL FAMILY/NONELDERLY<br>15 BUILDINGS 2,015 APARTMENTS<br>1,575,255 RENTABLE SQUARE FEET | | | | | | | MILWAUKEE, WI<br>LOW RISE BUILDINGS<br>3 BLGS. 233 APTS.<br>134,307 SQ.FT. | | | MILWAUKEE, WI<br>GARDEN BUILDINGS<br>SECTION 221(D)3<br>3 BLGS. 440 APTS.<br>291,200 SQ.FT. | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | | BLDGS. | % GPTI | $/SQFT | BLDGS. | % GPTI | $/SQFT |
| | | MED | LOW | HIGH | MED | LOW | HIGH | | MED | MED | | MED | MED |
| INCOME | | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 15) | 98.5% | 97.4% | 98.9% | 4.37 | 3.09 | 6.25 | ( 3) | 99.0% | 7.67 | ( 3) | 99.4% | 4.16 |
| RENTS-GARAGE/PARKING | ( ) | | | | | | | ( ) | | | ( 1) | .1 | .01 |
| RENTS-STORES/OFFICES | ( ) | | | | | | | ( ) | | | ( ) | | |
| GROSS POSSIBLE RENTS | ( 15) | 98.5% | 97.4% | 98.9% | 4.37 | 3.09 | 6.25 | ( 3) | 99.0% | 7.67 | ( 3) | 99.4% | 4.16 |
| VACANCIES/RENT LOSS | ( 14) | 1.0 | .3 | 1.3 | .04 | .01 | .05 | ( 3) | .1 | .01 | ( 2) | .4 | .03 |
| TOTAL RENTS COLLECTED | ( 15) | 97.7 | 96.6 | 98.3 | 4.33 | 3.05 | 6.25 | ( 3) | 98.9 | 7.66 | ( 3) | 99.3 | 4.16 |
| OTHER INCOME | ( 13) | 1.7 | 1.2 | 2.6 | .10 | .07 | .11 | ( 3) | 1.0 | .08 | ( 3) | .6 | .03 |
| GROSS POSSIBLE INCOME | ( 15) | 100.0% | 100.0% | 100.0% | 4.39 | 3.17 | 6.33 | ( 3) | 100.0% | 7.75 | ( 3) | 100.0% | 4.18 |
| TOTAL COLLECTIONS | ( 15) | 99.2 | 98.7 | 99.7 | 4.38 | 3.14 | 6.33 | ( 3) | 99.9 | 7.74 | ( 3) | 99.9 | 4.18 |
| EXPENSES | | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 15) | 7.6 | 6.1 | 7.9 | .33 | .25 | .37 | ( 3) | 5.4 | .42 | ( 3) | 9.3 | .39 |
| OTHER ADMINISTRTVE.** | ( 15) | 10.0 | 7.3 | 11.8 | .39 | .30 | .45 | ( 3) | 5.7 | .42 | ( 3) | 6.9 | .29 |
| SUBTOTAL ADMINIST. | ( 15) | 16.0% | 15.0% | 18.3% | .66 | .63 | .77 | ( 3) | 11.2% | .84 | ( 3) | 15.9% | .68 |
| SUPPLIES | ( 15) | .2 | .1 | .4 | .01 | .01 | .01 | ( 3) | .6 | .04 | ( 2) | .2 | .01 |
| HEATING FUEL-CA ONLY* | ( 12) | .4 | .2 | .6 | .02 | .01 | .02 | ( 1) | 2.2 | .17 | ( 2) | .2 | .01 |
| CA & APTS.* | ( ) | | | | | | | ( 2) | 6.9 | .35 | ( 1) | 6.8 | .52 |
| ELECTRICITY--CA ONLY* | ( 15) | 2.0 | 1.8 | 2.2 | .09 | .07 | .11 | ( 1) | 1.6 | .13 | ( 2) | 1.7 | .07 |
| CA & APTS.* | ( ) | | | | | | | ( 2) | 6.1 | .32 | ( 1) | 10.6 | .81 |
| WATER/SEWER--CA ONLY* | ( 1) | .2 | | | .01 | | | ( ) | | | ( ) | | |
| CA & APTS.* | ( 14) | 3.0 | 2.5 | 4.0 | .15 | .11 | .16 | ( 3) | 1.5 | .11 | ( 3) | 3.2 | .13 |
| GAS----------CA ONLY* | ( 11) | .2 | .1 | .2 | .01 | .00 | .01 | ( ) | | | ( 3) | .3 | .01 |
| CA & APTS.* | ( 4) | .6 | | | .02 | | | ( 2) | 2.7 | .14 | ( ) | | |
| BUILDING SERVICES | ( 7) | .7 | | | .03 | | | ( 3) | .1 | .01 | ( 3) | .1 | .01 |
| OTHER OPERATING | ( 11) | 1.2 | .8 | 1.3 | .06 | .03 | .08 | ( 3) | .3 | .02 | ( 3) | .1 | .00 |
| SUBTOTAL OPERATING | ( 15) | 8.4% | 5.3% | 8.9% | .32 | .27 | .41 | ( 3) | 10.5% | .81 | ( 3) | 5.6% | .23 |
| SECURITY** | ( 14) | 2.4 | .9 | 2.9 | .09 | .04 | .13 | ( ) | | | ( ) | | |
| GROUNDS MAINTENANCE** | ( 15) | 2.1 | 1.6 | 2.5 | .11 | .06 | .12 | ( 2) | 1.2 | .10 | ( 3) | 5.0 | .21 |
| MAINTENANCE-REPAIRS | ( 15) | 5.3 | 2.9 | 6.5 | .20 | .18 | .24 | ( 3) | 4.6 | .35 | ( 3) | 7.0 | .36 |
| PAINTING/DECORATING** | ( 15) | 2.2 | 1.0 | 4.8 | .09 | .05 | .19 | ( 3) | .7 | .06 | ( 3) | 3.6 | .14 |
| SUBTOTAL MAINTENANCE | ( 15) | 13.2% | 7.9% | 16.4% | .52 | .41 | .59 | ( 3) | 5.6% | .39 | ( 3) | 18.2% | .73 |
| REAL ESTATE TAXES | ( 15) | 9.2 | 5.7 | 9.6 | .35 | .29 | .39 | ( 3) | 16.7 | 1.21 | ( 3) | 16.0 | .64 |
| OTHER TAX/FEE/PERMIT | ( 12) | .9 | .8 | 1.3 | .03 | .03 | .06 | ( ) | | | ( 3) | .2 | .01 |
| INSURANCE | ( 15) | 3.4 | 3.1 | 4.4 | .15 | .13 | .20 | ( 3) | 2.4 | .12 | ( 3) | 6.1 | .31 |
| SUBTOTAL TAX-INSURNCE | ( 15) | 13.5% | 10.1% | 14.3% | .53 | .50 | .56 | ( 3) | 19.6% | 1.32 | ( 3) | 22.3% | .99 |
| RECREATNL/AMENITIES** | ( 1) | 1.1 | | | .07 | | | ( ) | | | ( ) | | |
| OTHER PAYROLL** | ( 12) | 7.1 | 5.8 | 7.2 | .29 | .26 | .31 | ( 2) | 3.6 | .19 | ( 3) | 9.6 | .38 |
| TOTAL ALL EXPENSES | ( 15) | 56.4% | 47.3% | 65.5% | 2.43 | 2.24 | 2.66 | ( 3) | 47.7% | 3.50 | ( 3) | 71.3% | 3.11 |
| NET OPERATING INCOME | ( 15) | 42.3% | 32.7% | 50.8% | 1.85 | 1.02 | 3.40 | ( 3) | 52.2% | 4.04 | ( 3) | 28.6% | 1.15 |
| PAYROLL RECAP** | ( 15) | 10.6 | 9.6 | 12.3 | .42 | .35 | .46 | ( 3) | 3.6 | .28 | ( 3) | 16.4 | .71 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

| | MINNEAPOLIS-S PL., MN<br>ELEVATOR BUILDINGS<br>SECT. 8 - ELDERLY/HAND.<br>11 BUILDINGS 1,037 APARTMENTS<br>754,939 RENTABLE SQUARE FEET | | | | | | | MINNEAPOLIS-S PL., MN<br>ELEVATOR BUILDINGS<br>ALL FAMILY/NONELDERLY<br>4 BLGS. 725 APTS.<br>520,890 SQ.FT. | | | MINNEAPOLIS-S PL., MN<br>LOW RISE BUILDINGS<br>SECT. 8 - FAMILY<br>3 BLGS. 325 APTS.<br>260,806 SQ.FT. | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | BLDGS. | -----% OF GPTI------ MED | LOW | HIGH | ----$/SQ.FT.---- MED | LOW | HIGH | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED |
| INCOME | | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 11) | 97.1% | 95.1% | 98.4% | 9.17 | 7.18 | 10.68 | ( 4) | 96.6% | 7.65 | ( 3) | 96.1% | 6.12 |
| RENTS-GARAGE/PARKING | ( 3) | 2.5 | | | .19 | | | ( 3) | 1.1 | .09 | ( 2) | 3.9 | .27 |
| RENTS-STORES/OFFICES | ( ) | | | | | | | ( ) | | | ( ) | | |
| GROSS POSSIBLE RENTS | ( 11) | 98.4% | 95.1% | 99.4% | 9.17 | 7.36 | 10.68 | ( 4) | 98.5% | 7.74 | ( 3) | 99.0% | 6.35 |
| VACANCIES/RENT LOSS | ( 9) | 1.8 | | | .18 | | | ( 3) | 1.3 | .11 | ( 2) | 1.9 | .12 |
| TOTAL RENTS COLLECTED | ( 11) | 96.2 | 92.9 | 99.2 | 8.99 | 7.36 | 10.64 | ( 4) | 98.1 | 7.63 | ( 3) | 97.9 | 6.23 |
| OTHER INCOME | ( 11) | 1.6 | .5 | 4.5 | .14 | .05 | .38 | ( 4) | 3.4 | .19 | ( 3) | 1.0 | .07 |
| GROSS POSSIBLE INCOME | ( 11) | 100.0% | 100.0% | 100.0% | 9.83 | 7.42 | 11.01 | ( 4) | 100.0% | 8.06 | ( 3) | 100.0% | 6.37 |
| TOTAL COLLECTIONS | ( 11) | 98.4 | 97.8 | 99.7 | 9.65 | 7.42 | 10.76 | ( 4) | 99.5 | 7.95 | ( 3) | 98.1 | 6.25 |
| EXPENSES | | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 11) | 4.7 | 3.2 | 5.1 | .42 | .38 | .43 | ( 4) | 7.6 | .44 | ( 3) | 6.1 | .43 |
| OTHER ADMINISTRTVE.** | ( 11) | 5.4 | 4.4 | 5.9 | .55 | .33 | .72 | ( 4) | 6.7 | .54 | ( 3) | 5.7 | .38 |
| SUBTOTAL ADMINIST. | ( 11) | 9.6% | 8.7% | 10.4% | 1.02 | .71 | 1.19 | ( 4) | 13.9% | .90 | ( 3) | 11.8% | .81 |
| SUPPLIES | ( 11) | .5 | .3 | .6 | .06 | .03 | .07 | ( 4) | .9 | .08 | ( 3) | .3 | .02 |
| HEATING FUEL-CA ONLY* | ( ) | | | | | | | ( ) | | | ( ) | | |
| CA & APTS.* | ( 11) | 3.0 | 2.6 | 3.8 | .33 | .22 | .41 | ( 4) | 4.7 | .26 | ( 3) | 5.8 | .36 |
| ELECTRICITY--CA ONLY* | ( 6) | 1.7 | | | .14 | | | ( 2) | 4.4 | .23 | ( 1) | 1.5 | .11 |
| CA & APTS.* | ( 5) | 1.5 | | | .20 | | | ( 2) | 2.3 | .13 | ( 2) | 1.9 | .08 |
| WATER/SEWER--CA ONLY* | ( ) | | | | | | | ( ) | | | ( ) | | |
| CA & APTS.* | ( 11) | 1.4 | .9 | 1.8 | .12 | .10 | .15 | ( 4) | 2.8 | .16 | ( 3) | 2.1 | .14 |
| GAS-----------CA ONLY* | ( 3) | .1 | | | .02 | | | ( 1) | .2 | .01 | ( 1) | .7 | .04 |
| CA & APTS.* | ( 6) | 1.0 | | | .08 | | | ( 2) | 2.4 | .13 | ( 1) | .5 | .02 |
| BUILDING SERVICES | ( 9) | .4 | | | .04 | | | ( 3) | .7 | .06 | ( 3) | 1.1 | .07 |
| OTHER OPERATING | ( 8) | .6 | | | .07 | | | ( 3) | .1 | .00 | ( 1) | .0 | .00 |
| SUBTOTAL OPERATING | ( 11) | 8.9% | 7.0% | 9.4% | .82 | .70 | .86 | ( 4) | 11.0% | .91 | ( 3) | 12.6% | .66 |
| SECURITY** | ( ) | | | | | | | ( 1) | 1.2 | .10 | ( ) | | |
| GROUNDS MAINTENANCE** | ( 11) | .5 | .2 | .7 | .05 | .02 | .09 | ( 4) | 1.5 | .12 | ( 3) | 1.0 | .07 |
| MAINTENANCE-REPAIRS | ( 11) | 2.0 | 1.0 | 2.5 | .16 | .08 | .28 | ( 4) | 2.5 | .19 | ( 3) | 4.0 | .26 |
| PAINTING/DECORATING** | ( 11) | .4 | .2 | .5 | .04 | .01 | .04 | ( 4) | 1.3 | .08 | ( 3) | 1.7 | .11 |
| SUBTOTAL MAINTENANCE | ( 11) | 3.2% | 1.9% | 3.3% | .24 | .18 | .36 | ( 4) | 5.0% | .40 | ( 3) | 7.1% | .45 |
| REAL ESTATE TAXES | ( 11) | 11.6 | 9.2 | 11.8 | .99 | .85 | 1.32 | ( 4) | 16.8 | .91 | ( 3) | 14.6 | .82 |
| OTHER TAX/FEE/PERMIT | ( 1) | 2.6 | | | .21 | | | ( ) | | | ( ) | | |
| INSURANCE | ( 11) | 1.6 | 1.4 | 1.7 | .15 | .11 | .22 | ( 4) | 1.8 | .13 | ( 3) | 2.4 | .10 |
| SUBTOTAL TAX-INSURNCE | ( 11) | 13.4% | 12.7% | 13.9% | 1.36 | 1.05 | 1.49 | ( 4) | 20.1% | 1.10 | ( 3) | 18.3% | .91 |
| RECREATNL/AMENITIES** | ( ) | | | | | | | ( ) | | | ( ) | | |
| OTHER PAYROLL** | ( 4) | 3.9 | | | .29 | | | ( 2) | 5.2 | .39 | ( 2) | 4.7 | .33 |
| TOTAL ALL EXPENSES | ( 11) | 36.5% | 32.2% | 39.2% | 3.63 | 2.94 | 3.91 | ( 4) | 55.5% | 3.20 | ( 3) | 49.5% | 2.86 |
| NET OPERATING INCOME | ( 11) | 63.1% | 59.9% | 65.5% | 5.49 | 4.48 | 7.13 | ( 4) | 47.1% | 4.05 | ( 3) | 50.5% | 3.54 |
| PAYROLL RECAP** | ( 10) | 4.0 | | | .44 | | | ( 4) | 7.8 | .56 | ( 3) | 6.0 | .32 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix. Copyright © 1987, Institute of Real Estate Management.

**SELECTED METROPOLITAN AREAS**
**U.S.A.**

**MEDIAN INCOME AND OPERATING COSTS**

**BY BUILDING TYPE AND**
**SUBSIDY TYPE**

| | MINNEAPOLIS-S PL., MN | | | MINNEAPOLIS-S PL., MN | | | MINNEAPOLIS-S PL., MN | | | MONTEREY-SAL., CA | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | LOW RISE BUILDINGS<br>ALL FAMILY/NONELDERLY | | | GARDEN BUILDINGS<br>SECT. 8 - FAMILY | | | GARDEN BUILDINGS<br>ALL FAMILY/NONELDERLY | | | LOW RISE BUILDINGS<br>SECT. 8 - ELDERLY/HAND. | | |
| | 5 BLGS. 433 APTS.<br>357,598 SQ.FT. | | | 5 BLGS. 283 APTS.<br>274,104 SQ.FT. | | | 7 BLGS. 483 APTS.<br>440,321 SQ.FT. | | | 3 BLGS. 238 APTS.<br>168,112 SQ.FT. | | |
| | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED |
| INCOME | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 5) | 95.2% | 5.96 | ( 5) | 96.0% | 6.26 | ( 7) | 96.0% | 5.63 | ( 3) | 98.0% | 6.72 |
| RENTS-GARAGE/PARKING | ( 4) | 3.9 | .23 | ( 3) | 3.1 | .21 | ( 5) | 2.2 | .13 | ( ) | | |
| RENTS-STORES/OFFICES | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| GROSS POSSIBLE RENTS | ( 5) | 97.8% | 6.11 | ( 5) | 98.8% | 6.36 | ( 7) | 98.4% | 5.68 | ( 3) | 98.0% | 6.72 |
| VACANCIES/RENT LOSS | ( 4) | 1.9 | .10 | ( 5) | .6 | .03 | ( 7) | .6 | .03 | ( ) | | |
| TOTAL RENTS COLLECTED | ( 5) | 95.9 | 6.06 | ( 5) | 98.2 | 6.35 | ( 7) | 96.2 | 5.65 | ( 3) | 98.0 | 6.72 |
| OTHER INCOME | ( 5) | 2.2 | .09 | ( 5) | 1.2 | .07 | ( 7) | 1.6 | .07 | ( 3) | 2.0 | .13 |
| GROSS POSSIBLE INCOME | ( 5) | 100.0% | 6.37 | ( 5) | 100.0% | 6.40 | ( 7) | 100.0% | 5.93 | ( 3) | 100.0% | 6.89 |
| TOTAL COLLECTIONS | ( 5) | 98.1 | 6.25 | ( 5) | 99.4 | 6.40 | ( 7) | 99.4 | 5.90 | ( 3) | 100.0 | 6.89 |
| EXPENSES | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 5) | 6.1 | .38 | ( 5) | 4.7 | .30 | ( 7) | 4.7 | .30 | ( 1) | 4.6 | .39 |
| OTHER ADMINISTRTVE.** | ( 5) | 5.7 | .37 | ( 5) | 5.1 | .46 | ( 7) | 5.1 | .31 | ( 3) | 9.3 | .64 |
| SUBTOTAL ADMINIST. | ( 5) | 11.8% | .75 | ( 5) | 9.9% | .81 | ( 7) | 9.9% | .68 | ( 3) | 9.6% | .72 |
| SUPPLIES | ( 5) | 1.0 | .05 | ( 5) | .1 | .01 | ( 7) | .3 | .02 | ( 3) | .7 | .04 |
| HEATING FUEL-CA ONLY* | ( ) | | | ( 3) | .2 | .01 | ( 3) | .2 | .01 | ( ) | | |
| CA & APTS.* | ( 5) | 5.8 | .36 | ( 2) | 3.2 | .25 | ( 4) | 6.0 | .35 | ( 3) | 2.5 | .17 |
| ELECTRICITY--CA ONLY* | ( 1) | 1.5 | .11 | ( 4) | .6 | .04 | ( 5) | .6 | .04 | ( ) | | |
| CA & APTS.* | ( 4) | 2.1 | .13 | ( 1) | 1.2 | .13 | ( 2) | 8.3 | .34 | ( 2) | 6.6 | .44 |
| WATER/SEWER--CA ONLY* | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| CA & APTS.* | ( 5) | 2.1 | .14 | ( 5) | 2.2 | .15 | ( 7) | 2.8 | .16 | ( 3) | 3.3 | .22 |
| GAS-----------CA ONLY* | ( 1) | .7 | .04 | ( 2) | 1.7 | .10 | ( 2) | 1.7 | .10 | ( 1) | .6 | .05 |
| CA & APTS.* | ( 1) | .5 | .02 | ( 1) | .1 | .01 | ( 2) | .4 | .02 | ( ) | | |
| BUILDING SERVICES | ( 5) | 1.1 | .07 | ( 5) | .8 | .08 | ( 6) | 1.1 | .08 | ( 3) | 3.0 | .22 |
| OTHER OPERATING | ( 3) | 1.5 | .10 | ( 1) | .0 | .00 | ( 3) | .0 | .00 | ( 3) | 2.2 | .15 |
| SUBTOTAL OPERATING | ( 5) | 12.6% | .77 | ( 5) | 6.1% | .35 | ( 7) | 6.3% | .59 | ( 3) | 13.7% | .95 |
| SECURITY** | ( ) | | | ( 2) | .2 | .01 | ( 2) | .2 | .01 | ( ) | | |
| GROUNDS MAINTENANCE** | ( 5) | 1.0 | .07 | ( 5) | 2.3 | .16 | ( 7) | 2.3 | .16 | ( 3) | .9 | .06 |
| MAINTENANCE-REPAIRS | ( 5) | 8.0 | .39 | ( 5) | 2.2 | .14 | ( 7) | 3.0 | .32 | ( 3) | 3.1 | .21 |
| PAINTING/DECORATING** | ( 5) | 2.8 | .11 | ( 5) | 1.2 | .07 | ( 7) | 1.6 | .07 | ( 3) | .9 | .06 |
| SUBTOTAL MAINTENANCE | ( 5) | 12.9% | .53 | ( 5) | 7.5% | .42 | ( 7) | 7.9% | .46 | ( 3) | 4.8% | .32 |
| REAL ESTATE TAXES | ( 5) | 12.8 | .77 | ( 5) | 11.1 | .77 | ( 7) | 13.0 | .77 | ( 3) | 3.7 | .25 |
| OTHER TAX/FEE/PERMIT | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| INSURANCE | ( 5) | 1.4 | .09 | ( 5) | 1.7 | .13 | ( 7) | 1.8 | .13 | ( 3) | 1.9 | .13 |
| SUBTOTAL TAX-INSURNCE | ( 5) | 14.2% | .87 | ( 5) | 13.3% | .93 | ( 7) | 14.3% | .91 | ( 3) | 6.1% | .41 |
| RECREATNL/AMENITIES** | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| OTHER PAYROLL** | ( 2) | 4.7 | .33 | ( 3) | 5.3 | .31 | ( 4) | 5.3 | .31 | ( 3) | 10.6 | .72 |
| TOTAL ALL EXPENSES | ( 5) | 49.5% | 3.00 | ( 5) | 36.7% | 2.35 | ( 7) | 41.2% | 2.59 | ( 3) | 45.3% | 3.12 |
| NET OPERATING INCOME | ( 5) | 50.5% | 3.52 | ( 5) | 61.6% | 4.04 | ( 7) | 58.4% | 3.32 | ( 3) | 54.7% | 3.77 |
| PAYROLL RECAP** | ( 5) | 5.0 | .25 | ( 5) | 5.8 | .36 | ( 7) | 5.3 | .31 | ( 3) | 13.9 | .94 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

## MEDIAN INCOME AND OPERATING COSTS

| | NEWARK, NJ<br>ELEVATOR BUILDINGS<br>SECT. 8 - ELDERLY/HAND.<br>3 BLGS. 599 APTS.<br>390,324 SQ.FT. | | | NASHVILLE, TN<br>ELEVATOR BUILDINGS<br>SECT. 8 - ELDERLY/HAND.<br>3 BLGS. 463 APTS.<br>245,347 SQ.FT. | | | NASHVILLE, TN<br>GARDEN BUILDINGS<br>SECTION 221(D)3<br>4 BLGS. 660 APTS.<br>448,282 SQ.FT. | | | NASHVILLE, TN<br>GARDEN BUILDINGS<br>SECT. 8 - FAMILY<br>8 BLGS. 782 APTS.<br>565,511 SQ.FT. | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED |
| INCOME | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 3) | 98.5% | 14.87 | ( 3) | 99.4% | 9.78 | ( 4) | 99.0% | 3.50 | ( 8) | 98.0% | 4.07 |
| RENTS-GARAGE/PARKING | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| RENTS-STORES/OFFICES | ( ) | | | ( 2) | .3 | .03 | ( ) | | | ( ) | | |
| GROSS POSSIBLE RENTS | ( 3) | 98.5% | 14.87 | ( 3) | 99.6% | 9.81 | ( 4) | 99.0% | 3.50 | ( 8) | 98.0% | 4.07 |
| VACANCIES/RENT LOSS | ( 3) | 1.2 | .18 | ( 3) | 1.0 | .10 | ( 3) | 4.7 | .16 | ( 8) | .1 | .01 |
| TOTAL RENTS COLLECTED | ( 3) | 97.3 | 14.69 | ( 3) | 98.2 | 9.59 | ( 4) | 94.5 | 3.34 | ( 8) | 97.9 | 4.06 |
| OTHER INCOME | ( 3) | 1.5 | .22 | ( 2) | .8 | .08 | ( 4) | 2.0 | .04 | ( 7) | 2.0 | .10 |
| GROSS POSSIBLE INCOME | ( 3) | 100.0% | 15.09 | ( 3) | 100.0% | 9.84 | ( 4) | 100.0% | 3.54 | ( 8) | 100.0% | 4.15 |
| TOTAL COLLECTIONS | ( 3) | 98.8 | 14.91 | ( 3) | 99.0 | 9.63 | ( 4) | 97.5 | 3.37 | ( 8) | 99.9 | 4.14 |
| EXPENSES | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 3) | 3.6 | .54 | ( 2) | 6.3 | .62 | ( 4) | 6.4 | .23 | ( 8) | 7.8 | .33 |
| OTHER ADMINISTRTVE.** | ( 3) | 2.7 | .31 | ( 3) | 1.9 | .20 | ( 4) | 12.4 | .24 | ( 8) | 9.1 | .38 |
| SUBTOTAL ADMINIST. | ( 3) | 6.7% | .84 | ( 3) | 8.0% | .77 | ( 4) | 17.4% | .46 | ( 8) | 17.0% | .70 |
| SUPPLIES | ( 3) | 1.5 | .22 | ( 3) | .7 | .05 | ( 4) | .6 | .02 | ( 8) | .3 | .01 |
| HEATING FUEL-CA ONLY* | ( 1) | 1.1 | .18 | ( ) | | | ( 1) | .2 | | ( 2) | 2.3 | .09 |
| CA & APTS.* | ( 2) | 3.1 | .30 | ( 3) | 5.9 | .61 | ( 1) | 4.9 | .31 | ( 2) | 3.0 | .11 |
| ELECTRICITY--CA ONLY* | ( 2) | 2.8 | .42 | ( ) | | | ( 2) | 10.0 | .63 | ( 3) | 2.0 | .14 |
| CA & APTS.* | ( 1) | 5.9 | .53 | ( 3) | 8.9 | .81 | ( 2) | 2.1 | .07 | ( 4) | 2.9 | .10 |
| WATER/SEWER--CA ONLY* | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| CA & APTS.* | ( 3) | .7 | .10 | ( 3) | 3.2 | .23 | ( 4) | 7.6 | .24 | ( 8) | 5.4 | .18 |
| GAS----------CA ONLY* | ( ) | | | ( ) | | | ( ) | | | ( 4) | .5 | .02 |
| CA & APTS.* | ( 1) | .4 | .06 | ( ) | | | ( ) | | | ( 2) | .2 | .01 |
| BUILDING SERVICES | ( 3) | 1.8 | .20 | ( 3) | .7 | .07 | ( 2) | 2.2 | .06 | ( 7) | 1.7 | .07 |
| OTHER OPERATING | ( 1) | 1.1 | .19 | ( 2) | .0 | .00 | ( 3) | 1.5 | .04 | ( 2) | 2.9 | .17 |
| SUBTOTAL OPERATING | ( 3) | 9.1% | 1.29 | ( 3) | 19.3% | 1.76 | ( 4) | 13.2% | .47 | ( 8) | 11.3% | .43 |
| SECURITY** | ( 3) | 3.2 | .37 | ( 2) | 3.7 | .37 | ( 2) | .5 | .03 | ( 2) | 1.3 | .05 |
| GROUNDS MAINTENANCE** | ( 3) | .4 | .03 | ( 3) | .5 | .05 | ( 4) | 1.8 | .02 | ( 8) | 2.5 | .09 |
| MAINTENANCE-REPAIRS | ( 3) | 1.7 | .20 | ( 3) | 1.7 | .17 | ( 4) | 2.5 | .07 | ( 8) | 3.2 | .08 |
| PAINTING/DECORATING** | ( 3) | 1.7 | .26 | ( 3) | 1.1 | .12 | ( 4) | 4.0 | .11 | ( 8) | 2.2 | .06 |
| SUBTOTAL MAINTENANCE | ( 3) | 6.4% | .94 | ( 3) | 6.5% | .54 | ( 4) | 6.4% | .22 | ( 8) | 7.9% | .28 |
| REAL ESTATE TAXES | ( 3) | 4.2 | .54 | ( 2) | 7.2 | .71 | ( 4) | 8.8 | .38 | ( 8) | 7.4 | .28 |
| OTHER TAX/FEE/PERMIT | ( ) | | | ( 1) | 1.0 | .04 | ( 2) | .1 | .00 | ( 6) | .9 | .04 |
| INSURANCE | ( 3) | 3.1 | .30 | ( 3) | 2.1 | .12 | ( 4) | 2.3 | .05 | ( 8) | 2.8 | .10 |
| SUBTOTAL TAX-INSURNCE | ( 3) | 7.5% | 1.00 | ( 3) | 7.7% | .80 | ( 4) | 9.6% | .58 | ( 8) | 11.3% | .44 |
| RECREATNL AMENITIES** | ( ) | | | ( ) | | | ( 1) | .4 | | ( 3) | .2 | .01 |
| OTHER PAYROLL** | ( 3) | 7.6 | .84 | ( 3) | 5.8 | .60 | ( 2) | 2.3 | .14 | ( 8) | 5.9 | .28 |
| TOTAL ALL EXPENSES | ( 3) | 35.3% | 4.42 | ( 3) | 49.5% | 4.70 | ( 4) | 55.4% | 1.73 | ( 8) | 53.2% | 2.06 |
| NET OPERATING INCOME | ( 3) | 63.5% | 9.58 | ( 3) | 48.3% | 4.75 | ( 4) | 46.3% | 1.70 | ( 8) | 50.1% | 2.08 |
| PAYROLL RECAP** | ( 3) | 7.7 | .84 | ( 3) | 9.2 | .81 | ( 4) | 7.7 | .27 | ( 5) | 12.5 | .66 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

| | NASHVILLE, TN<br>GARDEN BUILDINGS<br>ALL FAMILY/NONELDERLY<br>14 BUILDINGS 1,584 APARTMENTS<br>1,133,147 RENTABLE SQUARE FEET | | | | | | | NEWPORT NEWS, VA<br>GARDEN BUILDINGS<br>SECTION 236<br>3 BLGS. 350 APTS.<br>278,920 SQ.FT. | | | NORFOLK, VA<br>GARDEN BUILDINGS<br>SECTION 221(D)3<br>4 BLGS. 350 APTS.<br>294,754 SQ.FT. | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | | BLDGS. | % GPTI | $/SQFT | BLDGS. | % GPTI | $/SQFT |
| INCOME | | MED | LOW | HIGH | MED | LOW | HIGH | | MED | MED | | MED | MED |
| RENTS-APARTMENTS | ( 14) | 98.0% | 94.1% | 99.1% | 3.89 | 3.44 | 4.17 | ( 3) | 93.3% | 4.60 | ( 4) | 97.5% | 5.18 |
| RENTS-GARAGE/PARKING | ( ) | | | | | | | ( ) | | | ( ) | | |
| RENTS-STORES/OFFICES | ( ) | | | | | | | ( ) | | | ( ) | | |
| GROSS POSSIBLE RENTS | ( 14) | 98.0% | 94.1% | 99.1% | 3.89 | 3.44 | 4.17 | ( 3) | 93.3% | 4.60 | ( 4) | 97.5% | 5.18 |
| VACANCIES/RENT LOSS | ( 13) | .4 | .1 | 2.5 | .02 | .01 | .14 | ( 3) | 5.2 | .25 | ( 4) | 5.2 | .28 |
| TOTAL RENTS COLLECTED | ( 14) | 94.5 | 93.7 | 97.9 | 3.67 | 3.34 | 4.17 | ( 3) | 88.1 | 4.22 | ( 4) | 92.3 | 4.90 |
| OTHER INCOME | ( 12) | 2.0 | 1.9 | 5.9 | .10 | | | ( 3) | 6.7 | .32 | ( 4) | 2.7 | .13 |
| GROSS POSSIBLE INCOME | ( 14) | 100.0% | 100.0% | 100.0% | 3.89 | 3.55 | 4.25 | ( 3) | 100.0% | 4.89 | ( 4) | 100.0% | 5.31 |
| TOTAL COLLECTIONS | ( 14) | 99.7 | 97.5 | 100.0 | 3.73 | 3.55 | 4.25 | ( 3) | 94.8 | 4.62 | ( 4) | 95.1 | 5.03 |
| EXPENSES | | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 14) | 7.5 | 6.4 | 7.8 | .29 | .27 | .33 | ( 3) | 7.4 | .35 | ( 4) | 5.7 | .29 |
| OTHER ADMINISTRTVE.** | ( 14) | 9.5 | 7.6 | 11.7 | .38 | .34 | .45 | ( 3) | 11.8 | .60 | ( 4) | 5.1 | .27 |
| SUBTOTAL ADMINIST. | ( 14) | 17.0% | 14.4% | 18.7% | .70 | .61 | .74 | ( 3) | 19.0% | .95 | ( 4) | 10.5% | .56 |
| SUPPLIES | ( 14) | .3 | .3 | .7 | .02 | .01 | .02 | ( 3) | 1.2 | .06 | ( 1) | .3 | .02 |
| HEATING FUEL-CA ONLY* | ( 3) | .5 | | | .09 | | | ( ) | | | ( ) | | |
| CA & APTS.* | ( 3) | 3.0 | | | .11 | | | ( 1) | 4.3 | .21 | ( 4) | 6.3 | .29 |
| ELECTRICITY--CA ONLY* | ( 6) | 2.4 | | | .14 | | | ( 3) | 3.2 | .15 | ( 2) | 2.5 | .12 |
| CA & APTS.* | ( 7) | 2.1 | | | .07 | | | ( ) | | | ( 2) | 10.7 | .57 |
| WATER/SEWER--CA ONLY* | ( ) | | | | | | | ( ) | | | ( ) | | |
| CA & APTS.* | ( 14) | 5.4 | 3.5 | 6.9 | .19 | .15 | .23 | ( 3) | 5.0 | .26 | ( 4) | 7.9 | .37 |
| GAS----------CA ONLY* | ( 6) | .5 | | | .02 | | | ( 2) | 1.8 | .09 | ( ) | | |
| CA & APTS.* | ( 2) | .2 | | | .01 | | | ( 1) | 1.4 | .07 | ( 4) | 2.7 | .12 |
| BUILDING SERVICES | ( 10) | 1.7 | | | .06 | | | ( 3) | 2.0 | .10 | ( 1) | 2.1 | .11 |
| OTHER OPERATING | ( 6) | 2.1 | | | .08 | | | ( 3) | .7 | .03 | ( 3) | 2.6 | .12 |
| SUBTOTAL OPERATING | ( 14) | 11.9% | 10.2% | 13.2% | .43 | .38 | .48 | ( 3) | 14.1% | .69 | ( 4) | 24.6% | 1.31 |
| SECURITY** | ( 4) | 1.0 | | | .05 | | | ( ) | | | ( 1) | 4.6 | .25 |
| GROUNDS MAINTENANCE** | ( 14) | 2.5 | 1.2 | 2.8 | .10 | .05 | .11 | ( 3) | 3.6 | .17 | ( 4) | .6 | .03 |
| MAINTENANCE-REPAIRS | ( 14) | 3.2 | 1.8 | 11.7 | .12 | .07 | .16 | ( 3) | 6.6 | .32 | ( 4) | 13.9 | .66 |
| PAINTING/DECORATING** | ( 14) | 2.2 | .8 | 3.9 | .11 | .02 | .11 | ( 3) | 2.1 | .10 | ( 4) | .6 | .03 |
| SUBTOTAL MAINTENANCE | ( 14) | 7.9% | 5.7% | 23.2% | .28 | .22 | .41 | ( 3) | 12.0% | .59 | ( 4) | 15.1% | .72 |
| REAL ESTATE TAXES | ( 14) | 7.6 | 6.8 | 8.5 | .29 | .27 | .31 | ( 3) | 5.9 | .28 | ( 4) | 5.6 | .26 |
| OTHER TAX/FEE/PERMIT | ( 9) | .1 | | | .04 | | | ( 3) | .0 | .00 | ( 4) | 2.3 | .11 |
| INSURANCE | ( 14) | 2.7 | 1.1 | 3.0 | .10 | .05 | .12 | ( 3) | 3.4 | .17 | ( 4) | 4.6 | .21 |
| SUBTOTAL TAX-INSURNCE | ( 14) | 11.3% | 8.7% | 11.7% | .44 | .36 | .45 | ( 3) | 9.3% | .45 | ( 4) | 12.3% | .57 |
| RECREATNL/AMENITIES** | ( 5) | .3 | | | .01 | | | ( ) | | | ( ) | | |
| OTHER PAYROLL** | ( 12) | 4.9 | 4.3 | 6.0 | .22 | | | ( 3) | 8.0 | .38 | ( 1) | 9.0 | .48 |
| TOTAL ALL EXPENSES | ( 14) | 54.6% | 49.0% | 65.3% | 2.11 | 1.95 | 2.34 | ( 3) | 63.7% | 3.09 | ( 4) | 65.5% | 3.48 |
| NET OPERATING INCOME | ( 14) | 46.3% | 35.8% | 50.3% | 1.70 | 1.64 | 2.14 | ( 3) | 29.9% | 1.49 | ( 4) | 35.0% | 1.65 |
| PAYROLL RECAP** | ( 10) | 9.3 | | | .49 | | | ( 3) | 13.4 | .64 | ( 4) | 2.9 | .14 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

| | NORFOLK, VA<br>GARDEN BUILDINGS<br>SECTION 236 | | | NORFOLK, VA<br>GARDEN BUILDINGS<br>ALL FAMILY/NONELDERLY | | | | | | | OAKLAND, CA<br>GARDEN BUILDINGS<br>ALL FAMILY/NONELDERLY | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | 10 BLGS. 1,736 APTS.<br>1,515,255 SQ.FT. | | | 14 BUILDINGS 2,086 APARTMENTS<br>1,810,009 RENTABLE SQUARE FEET | | | | | | | 4 BLGS. 331 APTS.<br>408,250 SQ.FT. | | |
| | BLDGS. | % GPTI | $/SQFT | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | | BLDGS. | % GPTI | $/SQFT |
| INCOME | | MED | MED | | MED | LOW | HIGH | MED | LOW | HIGH | | MED | MED |
| RENTS-APARTMENTS | ( 10) | 96.1% | 3.67 | ( 14) | 96.7% | 95.0% | 97.3% | 4.50 | 3.47 | 4.63 | ( 4) | 98.1% | 5.21 |
| RENTS-GARAGE/PARKING | ( ) | | | ( ) | | | | | | | ( ) | | |
| RENTS-STORES/OFFICES | ( ) | | | ( ) | | | | | | | ( ) | | |
| GROSS POSSIBLE RENTS | ( 10) | 96.1% | 3.67 | ( 14) | 96.7% | 95.0% | 97.3% | 4.50 | 3.47 | 4.63 | ( 4) | 98.1% | 5.21 |
| VACANCIES/RENT LOSS | ( 10) | .9 | .04 | ( 14) | 1.0 | .8 | 2.8 | .04 | .02 | .16 | ( 4) | 8.2 | .34 |
| TOTAL RENTS COLLECTED | ( 10) | 95.2 | 3.64 | ( 14) | 94.2 | 92.2 | 95.5 | 4.23 | 3.36 | 4.57 | ( 4) | 93.4 | 4.96 |
| OTHER INCOME | ( 10) | 3.9 | .18 | ( 14) | 3.5 | 2.7 | 5.0 | .15 | .13 | .19 | ( 4) | 1.9 | .10 |
| GROSS POSSIBLE INCOME | ( 10) | 100.0% | 3.80 | ( 14) | 100.0% | 100.0% | 100.0% | 4.62 | 3.65 | 4.90 | ( 4) | 100.0% | 5.32 |
| TOTAL COLLECTIONS | ( 10) | 99.1 | 3.76 | ( 14) | 99.1 | 97.2 | 99.2 | 4.47 | 3.55 | 4.78 | ( 4) | 95.3 | 5.07 |
| EXPENSES | | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 10) | 6.8 | .26 | ( 14) | 6.6 | 6.0 | 6.8 | .27 | .25 | .32 | ( 4) | 8.4 | .45 |
| OTHER ADMINISTRTVE.** | ( 10) | 8.1 | .29 | ( 14) | 6.1 | 4.9 | 8.2 | .27 | .22 | .32 | ( 4) | 20.9 | 1.11 |
| SUBTOTAL ADMINIST. | ( 10) | 14.9% | .56 | ( 14) | 12.7% | 10.4% | 14.9% | .56 | .49 | .58 | ( 4) | 29.3% | 1.56 |
| SUPPLIES | ( 8) | .4 | .02 | ( 9) | .3 | | | .02 | | | ( 4) | .2 | .01 |
| HEATING FUEL-CA ONLY* | ( ) | | | ( ) | | | | | | | ( ) | | |
| CA & APTS.* | ( 8) | 10.2 | .43 | ( 12) | 7.5 | 6.3 | 10.2 | .40 | .27 | .43 | ( 3) | 9.8 | .40 |
| ELECTRICITY--CA ONLY* | ( 4) | 2.4 | .08 | ( 6) | 2.4 | | | .10 | | | ( 2) | 2.2 | .12 |
| CA & APTS.* | ( 6) | 10.5 | .50 | ( 8) | 10.5 | | | .50 | | | ( 2) | 3.2 | .14 |
| WATER/SEWER--CA ONLY* | ( ) | | | ( ) | | | | | | | ( ) | | |
| CA & APTS.* | ( 10) | 6.4 | .31 | ( 14) | 7.4 | 5.4 | 8.8 | .32 | .23 | .36 | ( 4) | 2.4 | .10 |
| GAS----------CA ONLY* | ( 2) | .1 | .00 | ( 2) | .1 | | | .00 | | | ( 1) | 3.0 | .16 |
| CA & APTS.* | ( 7) | 3.7 | .17 | ( 11) | 3.4 | 2.7 | 3.7 | .14 | .12 | .17 | ( 3) | 1.6 | .07 |
| BUILDING SERVICES | ( 8) | 2.7 | .10 | ( 9) | 2.7 | | | .10 | | | ( 4) | 5.0 | .27 |
| OTHER OPERATING | ( 9) | .6 | .02 | ( 12) | .8 | .5 | 2.4 | .03 | .02 | .11 | ( 2) | .8 | .06 |
| SUBTOTAL OPERATING | ( 10) | 30.8% | 1.45 | ( 14) | 28.3% | 21.8% | 31.0% | 1.31 | .97 | 1.50 | ( 4) | 22.8% | .98 |
| SECURITY** | ( 5) | .5 | .02 | ( 6) | .6 | | | .02 | | | ( 2) | 9.4 | .39 |
| GROUNDS MAINTENANCE** | ( 10) | 2.6 | .12 | ( 14) | 2.6 | .2 | 3.1 | .10 | .01 | .14 | ( 4) | 4.7 | .25 |
| MAINTENANCE-REPAIRS | ( 10) | 5.7 | .24 | ( 14) | 5.8 | 4.3 | 13.8 | .29 | .19 | .64 | ( 4) | 11.5 | .48 |
| PAINTING/DECORATING** | ( 9) | 1.2 | .04 | ( 13) | 1.0 | .5 | 1.9 | .03 | .02 | .10 | ( 4) | 4.1 | .22 |
| SUBTOTAL MAINTENANCE | ( 10) | 11.1% | .44 | ( 14) | 11.5% | 9.8% | 14.4% | .52 | .40 | .71 | ( 4) | 20.4% | 1.12 |
| REAL ESTATE TAXES | ( 10) | 6.1 | .24 | ( 14) | 5.7 | 5.4 | 7.3 | .24 | .20 | .35 | ( 4) | 6.4 | .37 |
| OTHER TAX/FEE/PERMIT | ( 9) | .2 | .01 | ( 13) | .4 | .1 | 2.3 | .02 | .01 | .11 | ( 3) | .4 | .02 |
| INSURANCE | ( 10) | 4.4 | .19 | ( 14) | 4.5 | 3.8 | 5.7 | .19 | .16 | .21 | ( 4) | 8.1 | .36 |
| SUBTOTAL TAX-INSURNCE | ( 10) | 11.7% | .52 | ( 14) | 11.7% | 9.1% | 15.8% | .53 | .39 | .58 | ( 4) | 14.5% | .71 |
| RECREATNL/AMENITIES** | ( ) | | | ( ) | | | | | | | ( 2) | .2 | .01 |
| OTHER PAYROLL** | ( 9) | 7.8 | .36 | ( 10) | 9.0 | | | .36 | | | ( 4) | 10.7 | .48 |
| TOTAL ALL EXPENSES | ( 10) | 74.3% | 2.91 | ( 14) | 73.0% | 65.5% | 75.3% | 2.91 | 2.71 | 3.48 | ( 4) | 84.4% | 4.22 |
| NET OPERATING INCOME | ( 10) | 25.0% | 1.03 | ( 14) | 26.6% | 23.8% | 30.4% | 1.19 | .86 | 1.56 | ( 4) | 11.3% | .81 |
| PAYROLL RECAP** | ( 9) | 12.2 | .55 | ( 13) | 12.1 | 3.7 | 15.2 | .54 | .14 | .62 | ( 4) | 15.8 | .84 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

| | OMAHA, NE | | | ORLANDO, FL | | | OWENSBORO, KY | | | PEORIA, IL | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | GARDEN BUILDINGS | | | GARDEN BUILDINGS<br>SECT. 8 - FAMILY | | | GARDEN BUILDINGS | | | LOW RISE BUILDINGS<br>SECT. 8 - FAMILY | | |
| | 3 BLGS. 421 APTS.<br>373,326 SQ.FT. | | | 5 BLGS. 380 APTS.<br>332,672 SQ.FT. | | | 3 BLGS. 185 APTS.<br>123,760 SQ.FT. | | | 4 BLGS. 380 APTS.<br>362,163 SQ.FT. | | |
| | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED |
| INCOME | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 3) | 96.3% | 4.22 | ( 5) | 96.7% | 5.90 | ( 3) | 97.8% | 5.17 | ( 4) | 99.4% | 7.26 |
| RENTS-GARAGE/PARKING | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| RENTS-STORES/OFFICES | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| GROSS POSSIBLE RENTS | ( 3) | 96.3% | 4.22 | ( 5) | 96.7% | 5.90 | ( 3) | 97.8% | 5.17 | ( 4) | 99.4% | 7.26 |
| VACANCIES/RENT LOSS | ( 3) | 1.5 | .05 | ( 4) | 2.9 | .22 | ( 2) | 2.1 | .10 | ( 4) | 6.1 | .27 |
| TOTAL RENTS COLLECTED | ( 3) | 93.5 | 4.01 | ( 5) | 93.8 | 5.90 | ( 3) | 96.1 | 5.08 | ( 4) | 98.5 | 7.22 |
| OTHER INCOME | ( 3) | 3.7 | .17 | ( 5) | 3.3 | .24 | ( 2) | 4.0 | .19 | ( 4) | .7 | .06 |
| GROSS POSSIBLE INCOME | ( 3) | 100.0% | 4.30 | ( 5) | 100.0% | 6.19 | ( 3) | 100.0% | 5.29 | ( 4) | 100.0% | 7.31 |
| TOTAL COLLECTIONS | ( 3) | 98.5 | 4.09 | ( 5) | 98.2 | 6.10 | ( 3) | 98.3 | 5.20 | ( 4) | 99.1 | 7.27 |
| EXPENSES | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 3) | 7.1 | .30 | ( 5) | 5.4 | .34 | ( 3) | 5.2 | .36 | ( 4) | 5.1 | .25 |
| OTHER ADMINISTRTVE.** | ( 3) | 6.8 | .28 | ( 5) | 8.2 | .44 | ( 2) | 13.9 | .73 | ( 4) | 6.2 | .41 |
| SUBTOTAL ADMINIST. | ( 3) | 13.9% | .53 | ( 5) | 13.3% | .86 | ( 3) | 12.1% | .56 | ( 4) | 11.2% | .64 |
| SUPPLIES | ( 2) | .3 | .02 | ( 5) | .1 | .01 | ( 2) | .4 | .02 | ( 4) | .1 | .01 |
| HEATING FUEL-CA ONLY* | ( ) | | | ( 1) | .7 | .04 | ( ) | | | ( 1) | .6 | .06 |
| CA & APTS.* | ( 3) | 9.0 | .44 | ( 1) | .4 | .03 | ( 3) | 7.9 | .37 | ( 1) | 1.3 | .10 |
| ELECTRICITY--CA ONLY* | ( 2) | 1.5 | .07 | ( 5) | 1.4 | .09 | ( ) | | | ( 4) | 2.7 | .12 |
| CA & APTS.* | ( 1) | 7.5 | .64 | ( ) | | | ( 2) | 11.5 | .58 | ( ) | | |
| WATER/SEWER--CA ONLY* | ( ) | | | ( 1) | 2.6 | .14 | ( ) | | | ( ) | | |
| CA & APTS.* | ( 2) | 3.9 | .17 | ( 4) | 3.5 | .24 | ( 3) | 11.6 | .15 | ( 4) | .9 | .05 |
| GAS----------CA ONLY* | ( ) | | | ( 2) | .1 | .01 | ( ) | | | ( ) | | |
| CA & APTS.* | ( 1) | 4.4 | .19 | ( ) | | | ( 1) | .2 | .01 | ( ) | | |
| BUILDING SERVICES | ( 1) | 2.0 | .08 | ( 5) | 1.3 | .10 | ( ) | | | ( 4) | .4 | .02 |
| OTHER OPERATING | ( 2) | 2.5 | .08 | ( 3) | .2 | .01 | ( 2) | 1.5 | .07 | ( 2) | .3 | .01 |
| SUBTOTAL OPERATING | ( 3) | 20.3% | .92 | ( 5) | 6.9% | .43 | ( 3) | 18.8% | .99 | ( 4) | 4.4% | .24 |
| SECURITY** | ( 1) | .3 | .01 | ( 2) | .7 | .04 | ( ) | | | ( 2) | .2 | .01 |
| GROUNDS MAINTENANCE** | ( 3) | 1.5 | .05 | ( 5) | 2.0 | .11 | ( 2) | 1.4 | .07 | ( 4) | 1.4 | .09 |
| MAINTENANCE-REPAIRS | ( 3) | 9.1 | .61 | ( 5) | 3.3 | .21 | ( 3) | 3.2 | .15 | ( 4) | 2.8 | .25 |
| PAINTING/DECORATING** | ( 3) | 2.3 | .08 | ( 5) | 1.6 | .08 | ( 3) | .6 | .03 | ( 4) | .9 | .04 |
| SUBTOTAL MAINTENANCE | ( 3) | 14.2% | .80 | ( 5) | 6.0% | .34 | ( 3) | 4.5% | .22 | ( 4) | 5.0% | .37 |
| REAL ESTATE TAXES | ( 3) | 10.6 | .39 | ( 5) | 7.9 | .58 | ( 2) | 2.5 | .13 | ( 4) | 9.4 | .52 |
| OTHER TAX/FEE/PERMIT | ( 2) | 1.8 | .06 | ( 4) | .4 | .02 | ( 1) | 1.9 | .17 | ( ) | | |
| INSURANCE | ( 2) | 2.9 | .13 | ( 5) | 3.2 | .17 | ( 3) | 2.5 | .19 | ( 4) | 2.1 | .19 |
| SUBTOTAL TAX-INSURNCE | ( 3) | 12.1% | .45 | ( 5) | 11.9% | .78 | ( 3) | 4.4% | .22 | ( 4) | 11.8% | .74 |
| RECREATNL/AMENITIES** | ( ) | | | ( 1) | .2 | .01 | ( ) | | | ( ) | | |
| OTHER PAYROLL** | ( 1) | 11.7 | .50 | ( 5) | 4.6 | .30 | ( 2) | 9.3 | .86 | ( 4) | 4.0 | .30 |
| TOTAL ALL EXPENSES | ( 3) | 70.9% | 3.35 | ( 5) | 43.4% | 2.62 | ( 3) | 45.7% | 2.81 | ( 4) | 34.1% | 2.37 |
| NET OPERATING INCOME | ( 3) | 24.2% | 1.04 | ( 5) | 53.7% | 3.62 | ( 3) | 52.2% | 2.44 | ( 4) | 67.0% | 4.90 |
| PAYROLL RECAP** | ( 2) | 13.8 | .59 | ( 5) | 8.8 | .59 | ( 3) | 15.4 | .81 | ( 4) | 9.4 | .55 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to he sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix. Copyright © 1987, Institue of Real Estate Management.

| | PEORIA, IL<br>LOW RISE BUILDINGS<br>ALL FAMILY/NONELDERLY | | | PEORIA, IL<br>GARDEN BUILDINGS<br>SECT. 8 - FAMILY | | | PHILADELPHIA, PA<br>GARDEN BUILDINGS<br>SECTION 236 | | | PHILADELPHIA, PA<br>GARDEN BUILDINGS<br>SECT. 8 - FAMILY | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | 7 BLGS. 661 APTS.<br>607,578 SQ.FT. | | | 3 BLGS. 380 APTS.<br>291,014 SQ.FT. | | | 5 BLGS. 874 APTS.<br>825,160 SQ.FT. | | | 3 BLGS. 306 APTS.<br>256,286 SQ.FT. | | |
| | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED |
| INCOME | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 7) | 99.0% | 4.28 | ( 3) | 97.1% | 5.88 | ( 5) | 95.8% | 3.97 | ( 3) | 98.6% | 4.98 |
| RENTS-GARAGE/PARKING | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| RENTS-STORES/OFFICES | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| GROSS POSSIBLE RENTS | ( 7) | 99.0% | 4.28 | ( 3) | 97.1% | 5.88 | ( 5) | 95.8% | 3.97 | ( 3) | 98.6% | 4.98 |
| VACANCIES/RENT LOSS | ( 7) | 6.1 | .27 | ( 3) | 22.9 | 1.38 | ( 5) | .9 | .05 | ( 3) | 1.8 | .15 |
| TOTAL RENTS COLLECTED | ( 7) | 91.8 | 3.92 | ( 3) | 72.6 | 4.39 | ( 5) | 94.9 | 3.95 | ( 3) | 96.1 | 4.82 |
| OTHER INCOME | ( 7) | 1.0 | .06 | ( 3) | 2.9 | .17 | ( 5) | 4.2 | .16 | ( 3) | 1.4 | .10 |
| GROSS POSSIBLE INCOME | ( 7) | 100.0% | 4.37 | ( 3) | 100.0% | 6.05 | ( 5) | 100.0% | 4.24 | ( 3) | 100.0% | 7.20 |
| TOTAL COLLECTIONS | ( 7) | 93.9 | 3.93 | ( 3) | 77.1 | 4.64 | ( 5) | 99.1 | 4.18 | ( 3) | 98.2 | 7.02 |
| EXPENSES | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 7) | 4.7 | .23 | ( 3) | 4.6 | .28 | ( 5) | 6.7 | .30 | ( 3) | 6.0 | .36 |
| OTHER ADMINISTRTVE.** | ( 7) | 6.1 | .29 | ( 3) | 6.9 | .42 | ( 5) | 9.1 | .39 | ( 3) | 7.4 | .51 |
| SUBTOTAL ADMINIST. | ( 7) | 11.1% | .53 | ( 3) | 12.1% | .80 | ( 5) | 16.4% | .69 | ( 3) | 13.4% | .86 |
| SUPPLIES | ( 7) | .1 | .00 | ( 3) | .1 | .01 | ( 5) | .7 | .03 | ( 3) | .4 | .03 |
| HEATING FUEL-CA ONLY* | ( 2) | 3.9 | .14 | ( 1) | .4 | .03 | ( ) | | | ( ) | | |
| CA & APTS.* | ( 3) | 10.5 | .41 | ( ) | | | ( 5) | 7.6 | .40 | ( 3) | 7.7 | .59 |
| ELECTRICITY--CA ONLY* | ( 7) | 2.7 | .11 | ( 3) | 3.1 | .19 | ( ) | | | ( 3) | .9 | .06 |
| CA & APTS.* | ( ) | | | ( ) | | | ( 5) | 4.0 | .17 | ( ) | | |
| WATER/SEWER--CA ONLY* | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| CA & APTS.* | ( 7) | 1.1 | .05 | ( 3) | 2.2 | .14 | ( 5) | 6.3 | .29 | ( 3) | 4.7 | .39 |
| GAS-----------CA ONLY* | ( ) | | | ( ) | | | ( 1) | 2.3 | .12 | ( ) | | |
| CA & APTS.* | ( ) | | | ( ) | | | ( 4) | 2.3 | .09 | ( ) | | |
| BUILDING SERVICES | ( 7) | .5 | .02 | ( 3) | .6 | .03 | ( 5) | 2.7 | .11 | ( 3) | 1.7 | .09 |
| OTHER OPERATING | ( 5) | .3 | .01 | ( 3) | .1 | .01 | ( 2) | .8 | .04 | ( ) | | |
| SUBTOTAL OPERATING | ( 7) | 5.6% | .57 | ( 3) | 5.8% | .42 | ( 5) | 26.2% | 1.13 | ( 3) | 14.8% | 1.17 |
| SECURITY** | ( 4) | .2 | .01 | ( 3) | .3 | .02 | ( ) | | | ( ) | | |
| GROUNDS MAINTENANCE** | ( 7) | 1.4 | .08 | ( 3) | 1.3 | .08 | ( 5) | .8 | .03 | ( 3) | 6.3 | .43 |
| MAINTENANCE-REPAIRS | ( 7) | 3.4 | .25 | ( 3) | 1.5 | .09 | ( 5) | 3.4 | .18 | ( 3) | 5.2 | .37 |
| PAINTING/DECORATING** | ( 7) | .9 | .04 | ( 3) | 2.1 | .13 | ( 5) | 1.9 | .08 | ( 3) | .8 | .04 |
| SUBTOTAL MAINTENANCE | ( 7) | 6.3% | .37 | ( 3) | 4.9% | .29 | ( 5) | 6.1% | .32 | ( 3) | 11.2% | .92 |
| REAL ESTATE TAXES | ( 7) | 9.6 | .43 | ( 3) | 9.6 | .58 | ( 5) | 10.6 | .45 | ( 1) | 5.2 | .37 |
| OTHER TAX/FEE/PERMIT | ( ) | | | ( ) | | | ( 1) | 1.3 | .07 | ( 1) | .2 | .02 |
| INSURANCE | ( 7) | 2.1 | .10 | ( 3) | 1.4 | .10 | ( 5) | 4.3 | .18 | ( 3) | 4.1 | .29 |
| SUBTOTAL TAX-INSURNCE | ( 7) | 12.0% | .51 | ( 3) | 10.7% | .65 | ( 5) | 15.8% | .67 | ( 3) | 5.9% | .30 |
| RECREATNL/AMENITIES** | ( 1) | .0 | .00 | ( 3) | .8 | .05 | ( 2) | .2 | .01 | ( ) | | |
| OTHER PAYROLL** | ( 7) | 4.0 | .30 | ( 3) | 4.0 | .24 | ( 5) | 8.9 | .38 | ( 3) | 2.1 | .15 |
| TOTAL ALL EXPENSES | ( 7) | 40.4% | 2.36 | ( 3) | 40.7% | 2.47 | ( 5) | 71.8% | 3.04 | ( 3) | 44.3% | 3.39 |
| NET OPERATING INCOME | ( 7) | 48.8% | 2.31 | ( 3) | 34.7% | 2.10 | ( 5) | 27.0% | 1.15 | ( 3) | 53.2% | 3.83 |
| PAYROLL RECAP** | ( 7) | 9.4 | .55 | ( 3) | 9.8 | .65 | ( 5) | 12.1 | .51 | ( 3) | 9.4 | .66 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix. Copyright © 1987, Institute of Real Estate Management.

| | PHILADELPHIA, PA | | | PITTSBURGH, PA | | | | | | | PITTSBURGH, PA | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | GARDEN BUILDINGS<br>ALL FAMILY/NONELDERLY | | | ELEVATOR BUILDINGS<br>SECT. 8 - ELDERLY/HAND. | | | | | | | ELEVATOR BUILDINGS<br>SECTION 236 | | |
| | 8 BLGS. 1,180 APTS.<br>1,081,446 SQ.FT. | | | 14 BUILDINGS 1,475 APARTMENTS<br>891,709 RENTABLE SQUARE FEET | | | | | | | 8 BLGS. 1,088 APTS.<br>743,119 SQ.FT. | | |
| | BLDGS. | % GPTI | $/SQFT | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | | BLDGS. | % GPTI | $/SQFT |
| | | MED | MED | | MED | LOW | HIGH | MED | LOW | HIGH | | MED | MED |
| INCOME | | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 8) | 98.6% | 4.98 | ( 14) | 99.3% | 98.9% | 99.5% | 10.31 | 9.88 | 11.60 | ( 8) | 98.0% | 5.86 |
| RENTS-GARAGE/PARKING | ( ) | | | ( 1) | 2.3 | | | .16 | | | ( 1) | .7 | .04 |
| RENTS-STORES/OFFICES | ( ) | | | ( 2) | 4.3 | | | .45 | | | ( 3) | 27.5 | 2.11 |
| GROSS POSSIBLE RENTS | ( 8) | 98.6% | 4.98 | ( 14) | 99.3% | 99.3% | 99.6% | 10.33 | 9.91 | 11.60 | ( 8) | 99.0% | 6.46 |
| VACANCIES/RENT LOSS | ( 8) | 1.4 | .06 | ( 14) | 1.1 | .7 | 1.3 | .11 | .08 | .13 | ( 8) | 1.9 | .13 |
| TOTAL RENTS COLLECTED | ( 8) | 96.1 | 4.82 | ( 14) | 98.4 | 98.1 | 98.5 | 10.28 | 9.78 | 11.52 | ( 8) | 97.3 | 6.34 |
| OTHER INCOME | ( 8) | 4.2 | .16 | ( 14) | .7 | .4 | .7 | .07 | .04 | .08 | ( 8) | 1.1 | .07 |
| GROSS POSSIBLE INCOME | ( 8) | 100.0% | 5.27 | ( 14) | 100.0% | 100.0% | 100.0% | 10.69 | 9.98 | 11.70 | ( 8) | 100.0% | 6.56 |
| TOTAL COLLECTIONS | ( 8) | 98.8 | 5.24 | ( 14) | 99.0 | 98.7 | 99.3 | 10.59 | 9.85 | 11.62 | ( 8) | 98.1 | 6.43 |
| EXPENSES | | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 8) | 6.7 | .34 | ( 14) | 5.0 | 5.0 | 6.2 | .58 | .51 | .62 | ( 8) | 6.8 | .42 |
| OTHER ADMINISTRTVE.** | ( 8) | 9.1 | .50 | ( 14) | 5.7 | 4.6 | 7.1 | .60 | .55 | .72 | ( 8) | 9.7 | .46 |
| SUBTOTAL ADMINIST. | 8) | 16.4% | .86 | ( 14) | 11.1% | 9.5% | 12.2% | 1.24 | 1.12 | 1.29 | ( 8) | 16.3% | .81 |
| SUPPLIES | ( 8) | .7 | .03 | ( 14) | .3 | .2 | .8 | .03 | .02 | .08 | ( 8) | .4 | .03 |
| HEATING FUEL-CA ONLY* | ( ) | | | ( 6) | 3.1 | | | .31 | | | ( 1) | 6.9 | .33 |
| CA & APTS.* | ( 8) | 7.7 | .52 | ( 7) | 1.4 | | | .18 | | | ( 7) | 6.1 | .36 |
| ELECTRICITY--CA ONLY* | ( 3) | .9 | .06 | ( 12) | 2.7 | 1.8 | 2.7 | .26 | .19 | .29 | ( 1) | 6.6 | .31 |
| CA & APTS.* | ( 5) | 4.0 | .17 | ( 2) | 5.0 | | | .50 | | | ( 7) | 11.2 | .65 |
| WATER/SEWER--CA ONLY* | ( ) | | | ( ) | | | | | | | ( 1) | 5.6 | .27 |
| CA & APTS.* | ( 8) | 6.3 | .33 | ( 14) | 1.0 | .8 | 1.3 | .12 | .08 | .16 | ( 7) | 2.7 | .13 |
| GAS----------CA ONLY* | ( 1) | 2.3 | .12 | ( 5) | .1 | | | .01 | | | ( 1) | 2.5 | .12 |
| CA & APTS.* | ( 4) | 2.3 | .09 | ( 4) | .6 | | | .06 | | | ( 6) | 1.7 | .11 |
| BUILDING SERVICES | ( 8) | 2.5 | .11 | ( 14) | .4 | .4 | .6 | .04 | .03 | .06 | ( 7) | .8 | .04 |
| OTHER OPERATING | ( 2) | .8 | .04 | ( 5) | 3.1 | | | .33 | | | ( 4) | 1.1 | .05 |
| SUBTOTAL OPERATING | ( 8) | 24.6% | 1.17 | ( 14) | 6.4% | 5.7% | 8.3% | .77 | .55 | 1.09 | ( 8) | 24.4% | 1.56 |
| SECURITY** | ( ) | | | ( 3) | .0 | | | .00 | | | ( 1) | .4 | .03 |
| GROUNDS MAINTENANCE** | ( 8) | 2.3 | .10 | ( 14) | .5 | .3 | .8 | .05 | .03 | .08 | ( 7) | .4 | .03 |
| MAINTENANCE-REPAIRS | ( 8) | 4.5 | .20 | ( 14) | 3.4 | 2.0 | 3.9 | .36 | .30 | .45 | ( 8) | 5.4 | .34 |
| PAINTING/DECORATING** | ( 8) | 1.2 | .06 | ( 14) | 1.4 | .9 | 1.6 | .15 | .10 | .17 | ( 8) | 2.0 | .10 |
| SUBTOTAL MAINTENANCE | ( 8) | 7.9% | .33 | ( 14) | 5.4% | 4.1% | 7.3% | .64 | .54 | .76 | ( 8) | 8.3% | .44 |
| REAL ESTATE TAXES | ( 6) | 10.6 | .45 | ( 14) | 9.1 | 7.7 | 10.9 | .93 | .91 | 1.17 | ( 8) | 13.7 | .75 |
| OTHER TAX/FEE/PERMIT | ( 2) | 1.3 | .07 | ( 7) | .5 | | | .04 | | | ( 7) | .6 | .04 |
| INSURANCE | ( 8) | 4.3 | .29 | ( 14) | 2.3 | 1.3 | 2.6 | .24 | .16 | .26 | ( 8) | 4.5 | .28 |
| SUBTOTAL TAX-INSURNCE | ( 8) | 12.5% | .67 | ( 14) | 10.8% | 9.5% | 13.9% | 1.25 | 1.05 | 1.42 | ( 8) | 18.3% | 1.07 |
| RECREATNL/AMENITIES** | ( 2) | .2 | .01 | ( ) | | | | | | | ( ) | | |
| OTHER PAYROLL** | ( 8) | 7.0 | .36 | ( 14) | 2.4 | 1.1 | 4.6 | .31 | .13 | .53 | ( 8) | 6.9 | .37 |
| TOTAL ALL EXPENSES | ( 8) | 71.7% | 3.39 | ( 14) | 38.8% | 33.6% | 44.2% | 4.39 | 3.98 | 4.55 | ( 8) | 72.1% | 4.84 |
| NET OPERATING INCOME | ( 8) | 27.6% | 1.35 | ( 14) | 60.9% | 54.8% | 65.8% | 6.65 | 5.37 | 7.09 | ( 8) | 26.7% | 1.59 |
| PAYROLL RECAP** | ( 8) | 12.1 | .57 | ( 12) | 5.8 | 5.4 | 6.1 | .60 | .59 | .69 | ( 7) | 10.2 | .56 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

**SELECTED METROPOLITAN AREAS**
**U.S.A.**

**MEDIAN INCOME AND OPERATING COSTS**

**BY BUILDING TYPE AND SUBSIDY TYPE**

| | PITTSBURGH, PA<br>ELEVATOR BUILDINGS<br>ALL ELDERLY/HANDICAPPED<br>16 BLGS. 1,657 APTS.<br>991,895 SQ.FT. | | | PITTSBURGH, PA<br>ELEVATOR BUILDINGS<br>ALL FAMILY/NONELDERLY<br>10 BLGS. 1,388 APTS.<br>924,799 SQ.FT. | | | PITTSBURGH, PA<br>LOW RISE BUILDINGS<br>SECT. 8 - ELDERLY/HAND<br>4 BLGS. 183 APTS.<br>107,016 SQ.FT. | | | PITTSBURGH, PA<br>GARDEN BUILDINGS<br>SECTION 236<br>7 BLGS. 1,075 APTS.<br>742,753 SQ.FT. | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED |
| INCOME | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 16) | 99.3% | 10.31 | ( 10) | 98.0% | 6.46 | ( 4) | 99.5% | 6.16 | ( 7) | 97.6% | 4.71 |
| RENTS-GARAGE/PARKING | ( 1) | 2.3 | .16 | ( 1) | .7 | .04 | ( ) | | | ( ) | | |
| RENTS-STORES/OFFICES | ( 2) | 4.3 | .45 | ( 3) | 27.5 | 2.11 | ( ) | | | ( ) | | |
| GROSS POSSIBLE RENTS | ( 16) | 99.4% | 10.33 | ( 10) | 99.0% | 6.51 | ( 4) | 99.5% | 6.16 | ( 7) | 97.6% | 4.71 |
| VACANCIES/RENT LOSS | ( 15) | 1.1 | .11 | ( 10) | 1.9 | .13 | ( 3) | .5 | .02 | ( 7) | 6.3 | .31 |
| TOTAL RENTS COLLECTED | ( 16) | 98.4 | 10.28 | ( 10) | 97.3 | 6.38 | ( 4) | 99.5 | 6.16 | ( 7) | 90.1 | 4.11 |
| OTHER INCOME | ( 16) | .7 | .07 | ( 10) | 1.1 | .07 | ( 4) | .9 | .04 | ( 7) | 2.4 | .11 |
| GROSS POSSIBLE INCOME | ( 16) | 100.0% | 10.69 | ( 10) | 100.0% | 6.59 | ( 4) | 100.0% | 6.20 | ( 7) | 100.0% | 4.83 |
| TOTAL COLLECTIONS | ( 16) | 99.0 | 10.59 | ( 10) | 98.4 | 6.47 | ( 4) | 100.0 | 6.20 | ( 7) | 93.7 | 4.29 |
| EXPENSES | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 16) | 5.0 | .57 | ( 10) | 6.8 | .43 | ( 4) | 5.9 | .45 | ( 7) | 5.9 | .32 |
| OTHER ADMINISTRTVE.** | ( 16) | 5.7 | .60 | ( 10) | 9.4 | .46 | ( 4) | 17.0 | .80 | ( 7) | 8.7 | .45 |
| SUBTOTAL ADMINIST. | ( 16) | 10.9% | 1.24 | ( 10) | 15.9% | .81 | ( 4) | 22.8% | 1.06 | ( 7) | 14.5% | .72 |
| SUPPLIES | ( 16) | .3 | .03 | ( 10) | .7 | .03 | ( 4) | .5 | .06 | ( 7) | .3 | .02 |
| HEATING FUEL-CA ONLY* | ( 6) | 3.1 | .31 | ( 1) | 6.9 | .33 | ( 2) | 3.8 | .18 | ( 1) | 1.9 | .10 |
| CA & APTS.* | ( 9) | 1.8 | .26 | ( 9) | 5.9 | .36 | ( 2) | 8.4 | .52 | ( 2) | 10.8 | .46 |
| ELECTRICITY--CA ONLY* | ( 13) | 2.7 | .26 | ( 2) | 6.6 | .31 | ( 3) | 2.9 | .22 | ( 5) | 8.5 | .41 |
| CA & APTS.* | ( 3) | 5.0 | .50 | ( 8) | 11.2 | .65 | ( 1) | 8.2 | .51 | ( 2) | 7.6 | .41 |
| WATER/SEWER--CA ONLY* | ( ) | | | ( 1) | 5.6 | .27 | ( ) | | | ( 1) | 5.8 | .25 |
| CA & APTS.* | ( 15) | 1.0 | .12 | ( 9) | 2.2 | .13 | ( 4) | 3.8 | .18 | ( 6) | 4.7 | .24 |
| GAS-----------CA ONLY* | ( 6) | .1 | .01 | ( 1) | 2.5 | .12 | ( 1) | .3 | .01 | ( 4) | .2 | .01 |
| CA & APTS.* | ( 4) | .6 | .06 | ( 7) | 1.7 | .08 | ( 2) | 4.5 | .28 | ( 1) | 3.4 | .20 |
| BUILDING SERVICES | ( 16) | .4 | .04 | ( 9) | .7 | .04 | ( 3) | .4 | .02 | ( 7) | 1.2 | .06 |
| OTHER OPERATING | ( 7) | 1.0 | .10 | ( 6) | 1.1 | .05 | ( 2) | .2 | .01 | ( 1) | .1 | .00 |
| SUBTOTAL OPERATING | ( 16) | 7.6% | .89 | ( 10) | 23.7% | 1.56 | ( 4) | 12.9% | .77 | ( 7) | 16.1% | .77 |
| SECURITY** | ( 4) | 1.9 | .26 | ( 1) | .4 | .03 | ( 1) | 1.9 | .12 | ( 3) | .2 | .01 |
| GROUNDS MAINTENANCE** | ( 16) | .5 | .06 | ( 9) | .4 | .03 | ( 3) | 2.0 | .09 | ( 7) | 1.3 | .06 |
| MAINTENANCE-REPAIRS | ( 16) | 3.4 | .34 | ( 10) | 5.1 | .38 | ( 4) | 4.2 | .26 | ( 7) | 3.8 | .19 |
| PAINTING/DECORATING** | ( 16) | 1.4 | .15 | ( 10) | 1.5 | .11 | ( 4) | 1.5 | .14 | ( 7) | 2.1 | .10 |
| SUBTOTAL MAINTENANCE | ( 16) | 5.4% | .64 | ( 10) | 8.3% | .52 | ( 4) | 7.7% | .45 | ( 7) | 9.1% | .41 |
| REAL ESTATE TAXES | ( 16) | 9.2 | 1.01 | ( 10) | 12.9 | 1.09 | ( 4) | 11.7 | .64 | ( 7) | 17.1 | .82 |
| OTHER TAX/FEE/PERMIT | ( 9) | .4 | .04 | ( 7) | .6 | .04 | ( 1) | 1.6 | .10 | ( 4) | 1.9 | .09 |
| INSURANCE | ( 16) | 2.3 | .26 | ( 10) | 4.5 | .28 | ( 4) | 3.6 | .23 | ( 7) | 3.7 | .20 |
| SUBTOTAL TAX-INSURNCE | ( 16) | 12.4% | 1.29 | ( 10) | 16.5% | 1.18 | ( 4) | 17.0% | .77 | ( 7) | 21.5% | 1.04 |
| RECREATNL/AMENITIES** | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| OTHER PAYROLL** | ( 16) | 3.1 | .33 | ( 10) | 5.9 | .33 | ( 2) | 10.4 | .64 | ( 7) | 8.0 | .43 |
| TOTAL ALL EXPENSES | ( 16) | 38.8% | 4.47 | ( 10) | 70.6% | 4.80 | ( 4) | 59.9% | 3.36 | ( 7) | 68.6% | 3.39 |
| NET OPERATING INCOME | ( 16) | 60.6% | 6.65 | ( 10) | 28.9% | 1.84 | ( 4) | 40.9% | 1.99 | ( 7) | 24.1% | 1.03 |
| PAYROLL RECAP** | ( 14) | 6.0 | .61 | ( 9) | 9.1 | .56 | ( 4) | 11.7 | .63 | ( 7) | 11.9 | .61 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

PITTSBURGH, PA — GARDEN BUILDINGS — SECT. 8 - FAMILY: 13 BUILDINGS, 1,053 APARTMENTS, 722,135 RENTABLE SQUARE FEET

PITTSBURGH, PA — GARDEN BUILDINGS — ALL FAMILY/NONELDERLY: 21 BUILDINGS, 2,218 APARTMENTS, 1,541,676 RENTABLE SQUARE FEET

| | SECT. 8 - FAMILY | | | | | | | ALL FAMILY/NONELDERLY | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
| | | MED | LOW | HIGH | MED | LOW | HIGH | | MED | LOW | HIGH | MED | LOW | HIGH |
| INCOME | | | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 13) | 98.9% | 98.4% | 99.2% | 8.99 | 7.56 | 10.71 | ( 21) | 98.4% | 97.8% | 99.0% | 7.50 | 5.07 | 8.99 |
| RENTS-GARAGE/PARKING | ( ) | | | | | | | ( ) | | | | | | |
| RENTS-STORES/OFFICES | ( ) | | | | | | | ( ) | | | | | | |
| GROSS POSSIBLE RENTS | ( 13) | 98.9% | 98.4% | 99.2% | 8.99 | 7.56 | 10.71 | ( 21) | 98.4% | 97.8% | 99.0% | 7.50 | 5.07 | 8.99 |
| VACANCIES/RENT LOSS | ( 11) | .8 | .6 | .9 | .07 | | | ( 19) | 1.2 | .7 | 5.2 | .11 | .07 | .31 |
| TOTAL RENTS COLLECTED | ( 13) | 98.2 | 97.7 | 98.4 | 8.95 | 7.51 | 10.69 | ( 21) | 97.7 | 92.5 | 98.2 | 7.50 | 4.55 | 8.95 |
| OTHER INCOME | ( 13) | 1.1 | .8 | 1.6 | .09 | .09 | .13 | ( 21) | 1.6 | 1.0 | 2.2 | .11 | .09 | .13 |
| GROSS POSSIBLE INCOME | ( 13) | 100.0% | 100.0% | 100.0% | 9.07 | 7.69 | 10.79 | ( 21) | 100.0% | 100.0% | 100.0% | 7.59 | 5.18 | 9.07 |
| TOTAL COLLECTIONS | ( 13) | 99.3 | 99.1 | 99.8 | 9.01 | 7.64 | 10.77 | ( 21) | 99.0 | 94.8 | 99.3 | 7.59 | 4.67 | 9.01 |
| EXPENSES | | | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 13) | 4.9 | 4.0 | 5.1 | .42 | .30 | .46 | ( 21) | 5.1 | 4.3 | 5.9 | .33 | .27 | .42 |
| OTHER ADMINISTRTVE.** | ( 13) | 6.2 | 4.7 | 6.8 | .54 | .48 | .57 | ( 21) | 6.8 | 5.3 | 8.7 | .51 | .43 | .56 |
| SUBTOTAL ADMINIST. | ( 13) | 11.2% | 8.1% | 11.8% | .93 | .81 | .98 | ( 21) | 12.7% | 10.8% | 14.5% | .88 | .72 | .94 |
| SUPPLIES | ( 13) | .3 | .2 | .4 | .03 | .02 | .04 | ( 21) | .3 | .2 | .4 | .02 | .01 | .03 |
| HEATING FUEL-CA ONLY* | ( 8) | 1.0 | | | .11 | | | ( 9) | 1.0 | | | .10 | | |
| CA & APTS.* | ( 2) | 2.3 | | | .21 | | | ( 5) | 3.0 | | | .26 | | |
| ELECTRICITY--CA ONLY* | ( 13) | 1.2 | .7 | 2.2 | .12 | .05 | .19 | ( 19) | 2.2 | .8 | 3.4 | .19 | .06 | .24 |
| CA & APTS.* | ( ) | | | | | | | ( 2) | 7.6 | | | .41 | | |
| WATER/SEWER--CA ONLY* | ( 1) | 1.8 | | | .09 | | | ( 2) | 5.8 | | | .25 | | |
| CA & APTS.* | ( 12) | 2.9 | 2.3 | 3.7 | .30 | .26 | .34 | ( 19) | 3.2 | 2.5 | 4.7 | .26 | .19 | .31 |
| GAS----------CA ONLY* | ( 4) | .4 | | | .04 | | | ( 8) | .3 | | | .03 | | |
| CA & APTS.* | ( ) | | | | | | | ( 2) | 4.9 | | | .28 | | |
| BUILDING SERVICES | ( 13) | .7 | .6 | 1.2 | .08 | .06 | .10 | ( 21) | 1.1 | .7 | 1.4 | .08 | .06 | .10 |
| OTHER OPERATING | ( 3) | .1 | | | .01 | | | ( 4) | .1 | | | .01 | | |
| SUBTOTAL OPERATING | ( 13) | 6.7% | 6.3% | 7.6% | .60 | .51 | .75 | ( 21) | 8.3% | 6.7% | 15.9% | .75 | .57 | .79 |
| SECURITY** | ( 4) | 1.9 | | | .18 | | | ( 7) | 1.2 | | | .06 | | |
| GROUNDS MAINTENANCE** | ( 13) | 1.9 | .6 | 3.5 | .15 | .07 | .18 | ( 20) | 1.9 | .6 | 3.1 | .10 | .04 | .17 |
| MAINTENANCE-REPAIRS | ( 13) | 2.4 | 1.5 | 4.0 | .27 | .14 | .38 | ( 21) | 3.6 | 2.3 | 4.2 | .20 | .17 | .33 |
| PAINTING/DECORATING** | ( 13) | 1.8 | .7 | 3.1 | .16 | .07 | .20 | ( 21) | 1.9 | 1.0 | 3.1 | .16 | .06 | .18 |
| SUBTOTAL MAINTENANCE | ( 13) | 6.7% | 3.8% | 9.2% | .48 | .41 | .92 | ( 21) | 7.5% | 5.2% | 9.6% | .47 | .35 | .60 |
| REAL ESTATE TAXES | ( 13) | 7.5 | 6.6 | 10.0 | .81 | .57 | .99 | ( 21) | 10.0 | 7.4 | 12.9 | .82 | .57 | .90 |
| OTHER TAX/FEE/PERMIT | ( 11) | 1.0 | .7 | 1.0 | .08 | | | ( 15) | 1.0 | .7 | 1.5 | .08 | .07 | .13 |
| INSURANCE | ( 13) | 2.4 | 1.5 | 3.8 | .22 | .16 | .29 | ( 21) | 2.7 | 2.0 | 4.0 | .22 | .12 | .29 |
| SUBTOTAL TAX-INSURNCE | ( 13) | 12.3% | 9.8% | 13.8% | 1.10 | .82 | 1.41 | ( 21) | 15.1% | 10.4% | 17.9% | 1.04 | .82 | 1.21 |
| RECREATNL/AMENITIES** | ( ) | | | | | | | ( ) | | | | | | |
| OTHER PAYROLL** | ( 11) | 3.7 | 2.0 | [illegible] | .35 | | | ( 19) | 5.1 | 3.3 | 7.6 | .36 | .32 | .45 |
| TOTAL ALL EXPENSES | ( 13) | 35.9% | 34.3% | [illegible] | 3.66 | 2.88 | 3.86 | ( 21) | 49.2% | 35.7% | 68.0% | 3.55 | 3.15 | 3.79 |
| NET OPERATING INCOME | ( 13) | 63.7% | 49.6% | 64.9% | 5.33 | 4.83 | 6.46 | ( 21) | 49.0% | 25.4% | 64.1% | 3.89 | 1.23 | 5.33 |
| PAYROLL RECAP** | ( 10) | 7.5 | | | .65 | | | ( 18) | 9.7 | 7.4 | 11.1 | .62 | .54 | .67 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

| | PORTLAND, ME | | | PROVIDENCE, RI | | | PROVIDENCE, RI | | | PROVIDENCE, RI | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | ELEVATOR BUILDINGS<br>SECT. 8 - ELDERLY/HAND. | | | ELEVATOR BUILDINGS<br>SECT. 8 - ELDERLY/HAND. | | | LOW RISE BUILDINGS<br>SECT. 8 - ELDERLY/HANI | | | GARDEN BUILDINGS<br>ALL FAMILY/NONELDERLY | | |
| | 3 BLGS. 190 APTS.<br>138,642 SQ.FT. | | | 5 BLGS. 573 APTS.<br>326,755 SQ.FT. | | | 8 BLGS. 790 APTS.<br>487,488 SQ.FT. | | | 3 BLGS. 392 APTS.<br>349 394 SQ.FT. | | |
| | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED |
| INCOME | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 3) | 100.0% | 10.15 | ( 5) | 99.8% | 10.79 | ( 8) | 99.0% | 11.73 | ( 3) | 97.4% | 5.98 |
| RENTS-GARAGE/PARKING | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| RENTS-STORES/OFFICES | ( 1) | 3.0 | .32 | ( ) | | | ( ) | | | ( ) | | |
| GROSS POSSIBLE RENTS | ( 3) | 100.0% | 10.36 | ( 5) | 99.8% | 10.79 | ( 8) | 99.0% | 11.73 | ( 3) | 97.4% | 5.98 |
| VACANCIES/RENT LOSS | ( 2) | .4 | .04 | ( 4) | .8 | .08 | ( 4) | .3 | .04 | ( 3) | 1.9 | .12 |
| TOTAL RENTS COLLECTED | ( 3) | 99.8 | 10.33 | ( 5) | 99.3 | 10.52 | ( 8) | 99.0 | 11.73 | ( 3) | 95.5 | 5.89 |
| OTHER INCOME | ( 3) | .0 | .00 | ( 3) | .3 | .03 | ( 8) | 3.3 | .38 | ( 3) | 2.6 | .16 |
| GROSS POSSIBLE INCOME | ( 3) | 100.0% | 10.37 | ( 5) | 100.0% | 10.81 | ( 8) | 100.0% | 12.18 | ( 3) | 100.0% | 6.10 |
| TOTAL COLLECTIONS | ( 3) | 100.0 | 10.33 | ( 5) | 99.3 | 10.54 | ( 8) | 100.0 | 12.18 | ( 3) | 98.1 | 6.00 |
| EXPENSES | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 3) | 9.0 | .83 | ( 5) | 5.0 | .57 | ( 8) | 4.3 | .54 | ( 3) | 5.6 | .34 |
| OTHER ADMINISTRTVE.** | ( 3) | 1.4 | .14 | ( 5) | 3.6 | .39 | ( 8) | 5.1 | .63 | ( 3) | 6.3 | .54 |
| SUBTOTAL ADMINIST. | ( 3) | 10.3% | .96 | ( 5) | 10.6% | 1.14 | ( 8) | 9.5% | 1.15 | ( 3) | 11.9% | .91 |
| SUPPLIES | ( 3) | .1 | .01 | ( 5) | .7 | .08 | ( 8) | .4 | .04 | ( 3) | .3 | .03 |
| HEATING FUEL-CA ONLY* | ( ) | | | ( ) | | | ( ) | | | ( 2) | 2.5 | .15 |
| CA & APTS.* | ( 3) | 4.8 | .50 | ( 5) | 4.7 | .54 | ( 8) | 3.3 | .38 | ( 1) | 3.3 | .35 |
| ELECTRICITY--CA ONLY* | ( ) | | | ( ) | | | ( 1) | 2.6 | .40 | ( 2) | 1.9 | .11 |
| CA & APTS.* | ( 3) | 5.1 | .53 | ( 5) | 5.7 | .64 | ( 7) | 4.5 | .53 | ( 1) | 5.7 | .60 |
| WATER/SEWER--CA ONLY* | ( ) | | | ( 1) | 1.4 | .13 | ( ) | | | ( ) | | |
| CA & APTS.* | ( 3) | .9 | .08 | ( 4) | 1.3 | .06 | ( 8) | 1.3 | .16 | ( 3) | 1.2 | .11 |
| GAS----------CA ONLY* | ( 1) | .6 | .06 | ( 1) | .5 | .05 | ( ) | | | ( 2) | .8 | .05 |
| CA & APTS.* | ( 2) | .8 | .08 | ( 1) | 1.4 | .16 | ( 7) | .8 | .10 | ( 1) | 1.3 | .13 |
| BUILDING SERVICES | ( 3) | .3 | .04 | ( 5) | 1.0 | .11 | ( 4) | 1.7 | .19 | ( 2) | 1.5 | .09 |
| OTHER OPERATING | ( 1) | .0 | .00 | ( 3) | .1 | .15 | ( 8) | .5 | .06 | ( 1) | .6 | .06 |
| SUBTOTAL OPERATING | ( 3) | 11.5% | 1.21 | ( 5) | 13.2% | 1.49 | ( 8) | 11.6% | 1.30 | ( 3) | 9.5% | .58 |
| SECURITY** | ( 1) | .0 | .00 | ( 3) | .1 | .25 | ( 1) | .1 | .01 | ( 2) | .7 | .04 |
| GROUNDS MAINTENANCE** | ( 3) | 1.5 | .14 | ( 5) | 1.7 | .30 | ( 8) | 1.5 | .17 | ( 3) | 1.5 | .15 |
| MAINTENANCE-REPAIRS | ( 3) | 6.8 | .70 | ( 4) | 3.5 | .25 | ( 8) | 2.2 | .27 | ( 3) | 8.3 | .50 |
| PAINTING/DECORATING** | ( 3) | 1.0 | .11 | ( 4) | 2.4 | .18 | ( 8) | 1.4 | .17 | ( 3) | 3.6 | .22 |
| SUBTOTAL MAINTENANCE | ( 3) | 8.8% | .91 | ( 5) | 8.0% | .91 | ( 8) | 5.1% | .64 | ( 3) | 15.8% | .96 |
| REAL ESTATE TAXES | ( 3) | 7.1 | .67 | ( 4) | 7.7 | .86 | ( 8) | 7.7 | .94 | ( 3) | 7.1 | .43 |
| OTHER TAX/FEE/PERMIT | ( 1) | .0 | .00 | ( 3) | .0 | .00 | ( 5) | .0 | .00 | ( 2) | .1 | .01 |
| INSURANCE | ( 3) | 1.1 | .10 | ( 5) | 1.4 | .15 | ( 8) | 1.6 | .18 | ( 3) | 3.4 | .21 |
| SUBTOTAL TAX-INSURNCE | ( 3) | 8.2% | .78 | ( 5) | 6.7% | 1.13 | ( 8) | 9.6% | 1.12 | ( 3) | 8.8% | .68 |
| RECREATNL/AMENITIES** | ( ) | | | ( 1) | 2.3 | .25 | ( ) | | | ( 1) | 2.0 | .12 |
| OTHER PAYROLL** | ( ) | | | ( 4) | 2.5 | .25 | ( 7) | 3.2 | .39 | ( 3) | 3.4 | .30 |
| TOTAL ALL EXPENSES | ( 3) | 40.8% | 4.23 | ( 5) | 43.3% | 4.91 | ( 8) | 37.1% | 4.34 | ( 3) | 48.7% | 3.56 |
| NET OPERATING INCOME | ( 3) | 58.8% | 5.78 | ( 5) | 69.6% | 6.42 | ( 8) | 63.8% | 7.43 | ( 3) | 49.3% | 3.01 |
| PAYROLL RECAP** | ( 1) | 8.6 | .90 | ( 2) | 7.2 | .71 | ( 8) | 6.2 | .75 | ( 3) | 11.0 | .67 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

|  | RALEIGH-DURHAM, NC<br>GARDEN BUILDINGS<br>SECT. 8 - FAMILY |  |  | RALEIGH-DURHAM, NC<br>GARDEN BUILDINGS<br>ALL FAMILY/NONELDERLY |  |  | RICHMOND, VA<br>ELEVATOR BUILDINGS<br>SECT. 8 - ELDERLY/HAND. |  |  | RICHMOND, VA<br>GARDEN BUILDINGS<br>ALL FAMILY/NONELDERLY |  |  |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
|  | 3 BLGS. 263 APTS.<br>140,941 SQ.FT. |  |  | 6 BLGS. 593 APTS.<br>439,861 SQ.FT. |  |  | 3 BLGS. 518 APTS.<br>289,332 SQ.FT. |  |  | 4 BLGS. 710 APTS.<br>575,258 SQ.FT. |  |  |
|  | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED |
| INCOME |  |  |  |  |  |  |  |  |  |  |  |  |
| RENTS-APARTMENTS | ( 3) | 97.7% | 6.23 | ( 6) | 97.4% | 5.95 | ( 3) | 99.4% | 10.94 | ( 4) | 97.8% | 6.01 |
| RENTS-GARAGE/PARKING | ( ) |  |  | ( ) |  |  | ( ) |  |  | ( ) |  |  |
| RENTS-STORES/OFFICES | ( ) |  |  | ( ) |  |  | ( ) |  |  | ( ) |  |  |
| GROSS POSSIBLE RENTS | ( 3) | 97.7% | 6.23 | ( 6) | 97.4% | 5.95 | ( 3) | 99.4% | 10.94 | ( 4) | 97.8% | 6.01 |
| VACANCIES/RENT LOSS | ( 3) | 1.0 | .06 | ( 6) | 1.5 | .06 | ( 3) | .3 | .02 | ( 4) | 3.4 | .16 |
| TOTAL RENTS COLLECTED | ( 3) | 96.9 | 6.20 | ( 6) | 96.7 | 5.89 | ( 3) | 99.1 | 10.89 | ( 4) | 96.2 | 5.99 |
| OTHER INCOME | ( 3) | 2.6 | .17 | ( 5) | 3.3 | .10 | ( 3) | .6 | .06 | ( 4) | 3.6 | .24 |
| GROSS POSSIBLE INCOME | ( 3) | 100.0% | 6.40 | ( 6) | 100.0% | 6.09 | ( 3) | 100.0% | 10.99 | ( 4) | 100.0% | 6.08 |
| TOTAL COLLECTIONS | ( 3) | 99.0 | 6.37 | ( 6) | 99.0 | 6.03 | ( 3) | 99.7 | 10.95 | ( 4) | 99.6 | 6.06 |
| EXPENSES |  |  |  |  |  |  |  |  |  |  |  |  |
| MANAGEMENT FEE | ( 3) | 6.3 | .41 | ( 6) | 6.6 | .37 | ( 3) | 4.4 | .43 | ( 4) | 4.7 | .30 |
| OTHER ADMINISTRTVE.** | ( 3) | 7.3 | .46 | ( 6) | 8.9 | .24 | ( 3) | 8.4 | .60 | ( 4) | 8.5 | .51 |
| SUBTOTAL ADMINIST. | ( 3) | 13.6% | .87 | ( 6) | 15.5% | .52 | ( 3) | 13.1% | .95 | ( 4) | 13.4% | .81 |
| SUPPLIES | ( 3) | .2 | .01 | ( 6) | .3 | .03 | ( 3) | .2 | .02 | ( 4) | .4 | .02 |
| HEATING FUEL-CA ONLY* | ( 3) | 1.1 | .07 | ( 6) | 1.0 | .06 | ( ) |  |  | ( 3) | 2.1 | .07 |
| CA & APTS.* | ( ) |  |  | ( ) |  |  | ( 2) | 7.5 | .89 | ( 1) | 4.9 | .23 |
| ELECTRICITY--CA ONLY* | ( 2) | .5 | .03 | ( 5) | .5 | .02 | ( 1) | 2.0 | .15 | ( 3) | 1.1 | .07 |
| CA & APTS.* | ( ) |  |  | ( ) |  |  | ( 2) | 7.5 | .82 | ( 1) | 15.7 | .75 |
| WATER/SEWER--CA ONLY* | ( 1) | .1 | .00 | ( 1) | .1 | .00 | ( ) |  |  | ( ) |  |  |
| CA & APTS.* | ( 2) | 6.7 | 6.51 | ( 5) | 6.7 | .17 | ( 3) | 1.5 | .17 | ( 4) | 4.6 | .28 |
| GAS----------CA ONLY* | ( 1) | .3 | .32 | ( 1) | .3 | .32 | ( ) |  |  | ( 2) | .4 | .02 |
| CA & APTS.* | ( ) |  |  | ( ) |  |  | ( 2) | .8 | .09 | ( 2) | 5.5 | .26 |
| BUILDING SERVICES | ( 3) | .5 | .03 | ( 3) | .5 | .03 | ( 3) | .5 | .06 | ( 4) | 1.6 | .10 |
| OTHER OPERATING | ( 2) | .3 | .02 | ( 5) | 1.2 | .03 | ( 2) | .1 | .01 | ( 4) | .5 | .03 |
| SUBTOTAL OPERATING | ( 3) | 3.8% | .25 | ( 6) | 11.0% | .27 | ( 3) | 11.0% | 1.32 | ( 4) | 11.4% | .83 |
| SECURITY** | ( ) |  |  | ( ) |  |  | ( 2) | 2.4 | .29 | ( 3) | .9 | .03 |
| GROUNDS MAINTENANCE** | ( 3) | 1.2 | .08 | ( 6) | 2.6 | .07 | ( 3) | .9 | .11 | ( 4) | 3.6 | .22 |
| MAINTENANCE-REPAIRS | ( 3) | 3.4 | .21 | ( 6) | 8.2 | .21 | ( 3) | 2.4 | .27 | ( 4) | 9.2 | .41 |
| PAINTING/DECORATING** | ( 3) | 2.0 | .12 | ( 6) | 2.8 | .09 | ( 3) | 3.6 | .26 | ( 4) | 2.3 | .14 |
| SUBTOTAL MAINTENANCE | ( 3) | 5.8% | .36 | ( 6) | 14.6% | .36 | ( 3) | 9.6% | .79 | ( 4) | 15.1% | .73 |
| REAL ESTATE TAXES | ( 2) | 6.6 | .40 | ( 5) | 8.8 | .22 | ( 3) | 5.3 | .59 | ( 4) | 5.6 | .32 |
| OTHER TAX/FEE/PERMIT | ( 1) | .1 | .09 | ( 1) | .1 | .09 | ( 2) | .8 | .06 | ( 4) | .1 | .00 |
| INSURANCE | ( 3) | 1.7 | .14 | ( 6) | 5.3 | .14 | ( 3) | 2.8 | .31 | ( 4) | 4.3 | .33 |
| SUBTOTAL TAX-INSURNCE | ( 3) | 6.8% | .50 | ( 6) | 14.4% | .44 | ( 3) | 8.1% | .90 | ( 4) | 10.9% | .66 |
| RECREATNL/AMENITIES** | ( ) |  |  | ( ) |  |  | ( 2) | 5.6 | .62 | ( 3) | .4 | .01 |
| OTHER PAYROLL** | ( 3) | 4.5 | .31 | ( 6) | 10.7 | .31 | ( 2) | 5.6 | .67 | ( 4) | 6.2 | .36 |
| TOTAL ALL EXPENSES | ( 3) | 33.9% | 2.17 | ( 6) | 63.8% | 1.80 | ( 3) | 40.8% | 4.48 | ( 4) | 68.9% | 3.39 |
| NET OPERATING INCOME | ( 3) | 65.7% | 4.22 | ( 6) | 44.7% | 4.20 | ( 3) | 58.8% | 5.19 | ( 4) | 52.2% | 3.17 |
| PAYROLL RECAP** | ( 3) | 10.0 | .64 | ( 6) | 15.8 | .51 | ( 2) | 16.5 | 1.97 | ( 3) | 13.1 | .58 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

| | ROANOKE, VA | | | ROCHESTER, NY | | | ROCHESTER, NY | | | SACRAMENTO, CA | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | GARDEN BUILDINGS ALL FAMILY/NONELDERLY | | | ELEVATOR BUILDINGS SECTION 236 | | | GARDEN BUILDINGS SECTION 236 | | | LOW RISE BUILDINGS ALL FAMILY/NONELDERLY | | |
| | 4 BLGS. 420 APTS. 347,773 SQ.FT. | | | 5 BLGS. 1,514 APTS. 903,952 SQ.FT. | | | 3 BLGS. 1,170 APTS. 1,051,332 SQ.FT. | | | 4 BLGS. 268 APTS. 208,959 SQ.FT. | | |
| | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED |
| INCOME | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 4) | 98.4% | 4.87 | ( 5) | 97.2% | 6.29 | ( 3) | 97.5% | 4.63 | ( 4) | 98.8% | 6.55 |
| RENTS-GARAGE/PARKING | ( ) | | | ( 2) | 1.9 | .11 | ( ) | | | ( ) | | |
| RENTS-STORES/OFFICES | ( ) | | | ( 1) | 1.2 | .07 | ( ) | | | ( ) | | |
| GROSS POSSIBLE RENTS | ( 4) | 98.4% | 4.87 | ( 5) | 97.2% | 6.29 | ( 3) | 97.5% | 4.63 | ( 4) | 98.8% | 6.55 |
| VACANCIES/RENT LOSS | ( 1) | 1.5 | .06 | ( 4) | 3.3 | .21 | ( 3) | 1.6 | .08 | ( 4) | .7 | .04 |
| TOTAL RENTS COLLECTED | ( 4) | 98.4 | 4.87 | ( 5) | 95.4 | 6.08 | ( 3) | 94.7 | 4.61 | ( 4) | 98.2 | 6.53 |
| OTHER INCOME | ( 4) | 2.5 | .11 | ( 5) | 2.8 | .16 | ( 3) | 2.5 | .12 | ( 3) | 1.6 | .08 |
| GROSS POSSIBLE INCOME | ( 4) | 100.0% | 4.95 | ( 5) | 100.0% | 6.47 | ( 3) | 100.0% | 4.75 | ( 4) | 100.0% | 6.57 |
| TOTAL COLLECTIONS | ( 4) | 100.0 | 4.95 | ( 5) | 98.2 | 6.26 | ( 3) | 98.4 | 4.73 | ( 4) | 99.4 | 6.53 |
| EXPENSES | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 4) | 6.5 | .31 | ( 5) | 8.4 | .55 | ( 3) | 6.8 | .32 | ( 4) | 5.0 | .35 |
| OTHER ADMINISTRTVE.** | ( 4) | 11.6 | .58 | ( 5) | 4.1 | .27 | ( 3) | 2.9 | .15 | ( 3) | 7.3 | .37 |
| SUBTOTAL ADMINIST. | ( 4) | 18.1% | .90 | ( 5) | 12.5% | .84 | ( 3) | 9.9% | .47 | ( 4) | 12.3% | .55 |
| SUPPLIES | ( 3) | .6 | .02 | ( 5) | .4 | .03 | ( 3) | .2 | .01 | ( 3) | .2 | .01 |
| HEATING FUEL-CA ONLY* | ( 1) | .4 | .02 | ( ) | | | ( ) | | | ( 1) | 2.1 | .14 |
| CA & APTS.* | ( 3) | 4.5 | .20 | ( 5) | 13.7 | .86 | ( 3) | 9.4 | .44 | ( 1) | 6.9 | .48 |
| ELECTRICITY--CA ONLY* | ( 1) | 1.9 | .10 | ( ) | | | ( ) | | | ( 3) | 1.3 | .07 |
| CA & APTS.* | ( 3) | 6.3 | .31 | ( 5) | 6.7 | .41 | ( 3) | 6.2 | .24 | ( 1) | 4.5 | .31 |
| WATER/SEWER--CA ONLY* | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| CA & APTS.* | ( 4) | 4.9 | .21 | ( 5) | 2.6 | .20 | ( 3) | 3.7 | .19 | ( 4) | 4.2 | .23 |
| GAS----------CA ONLY* | ( 1) | .4 | .02 | ( ) | | | ( ) | | | ( 3) | 3.3 | .22 |
| CA & APTS.* | ( 3) | 6.2 | .24 | ( 4) | 3.1 | .21 | ( 2) | 5.0 | .24 | ( ) | | |
| BUILDING SERVICES | ( 4) | 1.8 | .07 | ( 4) | 2.0 | .12 | ( 3) | 2.7 | .12 | ( 2) | 2.3 | .15 |
| OTHER OPERATING | ( 2) | .2 | .01 | ( 2) | 1.5 | .13 | ( 1) | .1 | .00 | ( ) | | |
| SUBTOTAL OPERATING | ( 4) | 23.3% | .95 | ( 5) | 26.2% | 1.74 | ( 3) | 26.6% | 1.35 | ( 4) | 16.6% | .58 |
| SECURITY** | ( ) | | | ( 3) | 4.2 | .27 | ( 1) | .1 | .01 | ( 3) | .8 | .04 |
| GROUNDS MAINTENANCE** | ( 4) | 4.1 | .16 | ( 4) | 1.6 | .09 | ( 3) | 3.1 | .16 | ( 4) | 2.2 | .16 |
| MAINTENANCE-REPAIRS | ( 4) | 7.0 | .33 | ( 5) | 5.9 | .38 | ( 3) | 7.9 | .29 | ( 4) | 13.5 | .68 |
| PAINTING/DECORATING** | ( 4) | 2.2 | .10 | ( 5) | 2.0 | .12 | ( 3) | 4.9 | .23 | ( 3) | 3.9 | .23 |
| SUBTOTAL MAINTENANCE | ( 4) | 10.0% | .47 | ( 5) | 14.8% | .92 | ( 3) | 17.2% | .64 | ( 4) | 26.0% | 1.08 |
| REAL ESTATE TAXES | ( 4) | 5.0 | .20 | ( 5) | 7.8 | .48 | ( 3) | 7.4 | .29 | ( 4) | 6.5 | .40 |
| OTHER TAX/FEE/PERMIT | ( 4) | .0 | .00 | ( 2) | .5 | .04 | ( 1) | .7 | .03 | ( 3) | .0 | .00 |
| INSURANCE | ( 4) | 2.8 | .14 | ( 5) | 3.7 | .25 | ( 3) | 4.5 | .23 | ( 4) | 3.2 | .15 |
| SUBTOTAL TAX-INSURNCE | ( 4) | 6.7% | .35 | ( 5) | 11.8% | .79 | ( 3) | 12.6% | .60 | ( 4) | 8.8% | .57 |
| RECREATNL/AMENITIES** | ( 1) | .9 | .04 | ( 3) | .1 | .01 | ( 1) | .0 | .00 | ( ) | | |
| OTHER PAYROLL** | ( 4) | 5.9 | .26 | ( 5) | 5.4 | .43 | ( 3) | 5.1 | .26 | ( 1) | .7 | .05 |
| TOTAL ALL EXPENSES | ( 4) | 62.9% | 2.69 | ( 5) | 72.3% | 4.68 | ( 3) | 64.6% | 3.28 | ( 4) | 64.7% | 2.77 |
| NET OPERATING INCOME | ( 4) | 45.6% | 2.26 | ( 5) | 24.6% | 1.58 | ( 3) | 32.2% | 1.20 | ( 4) | 58.9% | 3.87 |
| PAYROLL RECAP** | ( 4) | 12.3 | .61 | ( 4) | 8.5 | .50 | ( 3) | 8.0 | .41 | ( 3) | 5.1 | .32 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

SELECTED METROPOLITAN AREAS
U.S.A.

## MEDIAN INCOME AND OPERATING COSTS

BY BUILDING TYPE AND
SUBSIDY TYPE

| | SACRAMENTO, CA | | | SACRAMENTO, CA | | | SAGINAW, MI | | | ST LOUIS, MO | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | GARDEN BUILDINGS<br>SECTION 236 | | | GARDEN BUILDINGS<br>ALL FAMILY/NONELDERLY | | | GARDEN BUILDINGS<br>ALL FAMILY/NONELDERLY | | | ELEVATOR BUILDINGS | | |
| | 3 BLGS. 247 APTS.<br>185,339 SQ.FT. | | | 6 BLGS. 459 APTS.<br>344,801 SQ.FT. | | | 3 BLGS. 352 APTS.<br>279,768 SQ.FT. | | | 3 BLGS. 424 APTS.<br>204,064 SQ.FT. | | |
| | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED |
| INCOME | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 3) | 96.7% | 3.47 | ( 6) | 99.0% | 6.18 | ( 3) | 100.0% | 4.97 | ( 3) | 97.9% | 9.41 |
| RENTS-GARAGE/PARKING | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| RENTS-STORES/OFFICES | ( ) | | | ( ) | | | ( ) | | | ( 1) | .8 | .05 |
| GROSS POSSIBLE RENTS | ( 3) | 96.7% | 3.47 | ( 6) | 99.0% | 6.18 | ( 3) | 100.0% | 4.97 | ( 3) | 97.9% | 9.41 |
| VACANCIES/RENT LOSS | ( 3) | .4 | .01 | ( 4) | .4 | .02 | ( 3) | 1.5 | .07 | ( 2) | 5.6 | .64 |
| TOTAL RENTS COLLECTED | ( 3) | 94.3 | 3.45 | ( 6) | 98.6 | 6.16 | ( 3) | 98.5 | 4.90 | ( 3) | 93.2 | 9.31 |
| OTHER INCOME | ( 3) | 3.3 | .13 | ( 6) | 2.7 | .12 | ( 1) | 1.8 | .07 | ( 3) | 2.1 | .20 |
| GROSS POSSIBLE INCOME | ( 3) | 100.0% | 3.64 | ( 6) | 100.0% | 6.24 | ( 3) | 100.0% | 4.97 | ( 3) | 100.0% | 9.61 |
| TOTAL COLLECTIONS | ( 3) | 99.6 | 3.64 | ( 6) | 100.0 | 6.22 | ( 3) | 98.5 | 4.90 | ( 3) | 98.9 | 9.51 |
| EXPENSES | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 3) | 6.9 | .26 | ( 6) | 6.7 | .27 | ( 3) | 4.9 | .21 | ( 3) | 5.0 | .48 |
| OTHER ADMINISTRTVE.** | ( 3) | 13.5 | .48 | ( 6) | 13.3 | .52 | ( 3) | 12.5 | .52 | ( 3) | 7.9 | .60 |
| SUBTOTAL ADMINIST. | ( 3) | 20.8% | .75 | ( 6) | 20.0% | .78 | ( 3) | 17.4% | .73 | ( 3) | 12.6% | 1.09 |
| SUPPLIES | ( 3) | .4 | .02 | ( 4) | .4 | .02 | ( 3) | 1.8 | .09 | ( 3) | .4 | .02 |
| HEATING FUEL-CA ONLY* | ( 1) | 9.0 | .33 | ( 3) | 1.5 | .10 | ( ) | | | ( 2) | 2.0 | .21 |
| CA & APTS.* | ( ) | | | ( ) | | | ( 1) | 4.2 | .18 | ( 1) | 6.3 | .40 |
| ELECTRICITY--CA ONLY* | ( 3) | 1.8 | .06 | ( 5) | 1.8 | .08 | ( 2) | 1.7 | .07 | ( 2) | 8.0 | .92 |
| CA & APTS.* | ( ) | | | ( 1) | 1.0 | .06 | ( 1) | 1.8 | .09 | ( 1) | 16.7 | 1.08 |
| WATER/SEWER--CA ONLY* | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| CA & APTS.* | ( 3) | 4.3 | .16 | ( 6) | 3.1 | .20 | ( 3) | 4.6 | .23 | ( 3) | 1.3 | .12 |
| GAS-----------CA ONLY* | ( 2) | 6.2 | .22 | ( 2) | 6.2 | .22 | ( ) | | | ( 1) | .2 | .03 |
| CA & APTS.* | ( ) | | | ( 1) | .5 | .03 | ( 3) | 4.9 | .24 | ( ) | | |
| BUILDING SERVICES | ( 3) | .4 | .02 | ( 6) | 1.1 | .07 | ( 3) | 1.3 | .08 | ( 3) | .7 | .08 |
| OTHER OPERATING | ( 2) | 1.9 | .07 | ( 2) | 1.9 | .07 | ( 2) | 1.1 | .07 | ( 2) | 1.4 | .13 |
| SUBTOTAL OPERATING | ( 3) | 14.5% | .52 | ( 6) | 9.3% | .52 | ( 3) | 18.5% | .92 | ( 3) | 13.1% | 1.50 |
| SECURITY** | ( 2) | 1.5 | .07 | ( 4) | 1.1 | .04 | ( ) | | | ( 2) | 4.7 | .54 |
| GROUNDS MAINTENANCE** | ( 3) | 6.5 | .25 | ( 6) | 5.3 | .25 | ( 3) | 2.2 | .15 | ( 2) | 1.9 | .12 |
| MAINTENANCE-REPAIRS | ( 3) | 10.9 | .42 | ( 6) | 8.9 | .39 | ( 3) | 5.4 | .36 | ( 3) | 2.8 | .32 |
| PAINTING/DECORATING** | ( 3) | 5.3 | .24 | ( 6) | 2.3 | .15 | ( 3) | 3.6 | .15 | ( 3) | 2.8 | .18 |
| SUBTOTAL MAINTENANCE | ( 3) | 24.1% | .95 | ( 6) | 15.8% | .83 | ( 3) | 9.5% | .58 | ( 3) | 10.0% | .65 |
| REAL ESTATE TAXES | ( 3) | 5.3 | .19 | ( 4) | 5.6 | .35 | ( 3) | 10.9 | .46 | ( 3) | 5.4 | .62 |
| OTHER TAX/FEE/PERMIT | ( ) | | | ( ) | | | ( 3) | .8 | .04 | ( 2) | 2.0 | .23 |
| INSURANCE | ( 3) | 3.6 | .13 | ( 4) | 3.6 | .13 | ( 3) | 2.1 | .10 | ( 3) | 5.7 | .55 |
| SUBTOTAL TAX-INSURNCE | ( 3) | 8.9% | .32 | ( 4) | 11.2% | .53 | ( 3) | 18.2% | .79 | ( 3) | 16.9% | 1.37 |
| RECREATNL AMENITIES** | ( ) | | | ( 2) | 3.0 | .19 | ( ) | | | ( ) | | |
| OTHER PAYROLL** | ( 3) | 3.7 | .15 | ( 4) | 3.7 | .15 | ( 3) | 3.9 | .20 | ( 2) | 5.6 | .64 |
| TOTAL ALL EXPENSES | ( 3) | 72.5% | 2.60 | ( 6) | 64.0% | 2.60 | ( 3) | 76.4% | 3.19 | ( 3) | 61.9% | 4.95 |
| NET OPERATING INCOME | ( 3) | 27.1% | 1.03 | ( 6) | 47.5% | 2.97 | ( 3) | 22.7% | .95 | ( 3) | 32.5% | 3.72 |
| PAYROLL RECAP** | ( 3) | 9.2 | .34 | ( 4) | 9.2 | .34 | ( 3) | 14.6 | .61 | ( 3) | 11.4 | .78 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

## MEDIAN INCOME AND OPERATING COSTS

**BY BUILDING TYPE AND SUBSIDY TYPE**

| | ST LOUIS, MO | | | ST LOUIS, MO | | | ST LOUIS, MO | | | SALT LAKE CITY, UT | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | LOW RISE BUILDINGS | | | GARDEN BUILDINGS SECT. 8 - FAMILY | | | GARDEN BUILDINGS ALL FAMILY/NONELDERLY | | | ELEVATOR BUILDINGS SECT. 8 - ELDERLY/HAND. | | |
| | 3 BLGS. 263 APTS. 155,512 SQ.FT. | | | 3 BLGS. 396 APTS. 310,742 SQ.FT. | | | 5 BLGS. 523 APTS. 431,915 SQ.FT. | | | 4 BLGS. 313 APTS. 175,503 SQ.FT. | | |
| | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED |
| INCOME | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 3) | 97.4% | 9.68 | ( 3) | 99.6% | 4.54 | ( 5) | 99.5% | 4.54 | ( 4) | 100.0% | 11.79 |
| RENTS-GARAGE/PARKING | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| RENTS-STORES/OFFICES | ( ) | | | ( ) | | | ( ) | | | ( 1) | .1 | .01 |
| GROSS POSSIBLE RENTS | ( 3) | 97.4% | 9.68 | ( 3) | 99.6% | 4.54 | ( 5) | 99.5% | 4.54 | ( 4) | 100.0% | 11.79 |
| VACANCIES/RENT LOSS | ( 1) | 3.0 | .36 | ( 3) | 14.5 | .92 | ( 4) | 14.5 | .92 | ( 2) | 6.9 | .82 |
| TOTAL RENTS COLLECTED | ( 3) | 96.0 | 9.68 | ( 3) | 85.1 | 3.51 | ( 5) | 85.3 | 4.09 | ( 4) | 100.0 | 10.97 |
| OTHER INCOME | ( 3) | 2.6 | .24 | ( 3) | .4 | .01 | ( 5) | .5 | .02 | ( 2) | .5 | .06 |
| GROSS POSSIBLE INCOME | ( 3) | 100.0% | 10.37 | ( 3) | 100.0% | 4.56 | ( 5) | 100.0% | 4.80 | ( 4) | 100.0% | 11.85 |
| TOTAL COLLECTIONS | ( 3) | 100.0 | 10.37 | ( 3) | 85.6 | 3.53 | ( 5) | 86.0 | 4.36 | ( 4) | 100.0 | 11.03 |
| EXPENSES | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 3) | 4.8 | .49 | ( 3) | 4.7 | .24 | ( 5) | 4.7 | .24 | ( 4) | 4.9 | .60 |
| OTHER ADMINISTRATIVE.** | ( 3) | 6.0 | .56 | ( 3) | 10.5 | .48 | ( 5) | 10.5 | .48 | ( 4) | 5.1 | .58 |
| SUBTOTAL ADMINIST. | ( 3) | 10.9% | 1.32 | ( 3) | 15.2% | .69 | ( 5) | 15.2% | .69 | ( 4) | 9.1% | 1.24 |
| SUPPLIES | ( 3) | .2 | .03 | ( 2) | .2 | .01 | ( 4) | .5 | .03 | ( 4) | .2 | .03 |
| HEATING FUEL--CA ONLY* | ( 2) | .9 | .11 | ( ) | | | ( 2) | .3 | .01 | ( 1) | 2.4 | .24 |
| CA & APTS.* | ( 1) | 13.4 | 1.25 | ( ) | | | ( ) | | | ( 3) | 3.4 | .46 |
| ELECTRICITY--CA ONLY* | ( 2) | 3.3 | .35 | ( 2) | 2.4 | .11 | ( 4) | 2.4 | .11 | ( 3) | 2.0 | .23 |
| CA & APTS.* | ( 1) | .4 | .04 | ( 1) | 1.4 | .09 | ( 1) | 1.4 | .09 | ( ) | | |
| WATER/SEWER--CA ONLY* | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| CA & APTS.* | ( 3) | 1.1 | .12 | ( 3) | 3.8 | .15 | ( 5) | 3.6 | .15 | ( 4) | .8 | .09 |
| GAS---------CA ONLY* | ( ) | | | ( 1) | .3 | .01 | ( 2) | 1.2 | .06 | ( 3) | .0 | .00 |
| CA & APTS.* | ( ) | | | ( 1) | .8 | .03 | ( 1) | .8 | .03 | ( ) | | |
| BUILDING SERVICES | ( 3) | 1.0 | .11 | ( 2) | 2.3 | .10 | ( 2) | 2.3 | .10 | ( ) | | |
| OTHER OPERATING | ( 3) | .5 | .06 | ( 1) | 2.0 | .08 | ( 3) | 1.9 | .08 | ( 3) | 1.1 | .12 |
| SUBTOTAL OPERATING | ( 3) | 6.9% | .71 | ( 3) | 8.8% | .35 | ( 5) | 8.8% | .35 | ( 4) | 7.7% | .91 |
| SECURITY** | ( 2) | .1 | .01 | ( ) | | | ( ) | | | ( 1) | .2 | .02 |
| GROUNDS MAINTENANCE** | ( 3) | 1.5 | .16 | ( 3) | 1.4 | .06 | ( 5) | 1.4 | .09 | ( 3) | .9 | .09 |
| MAINTENANCE-REPAIRS | ( 3) | 2.5 | .25 | ( 3) | 3.0 | .14 | ( 5) | 5.8 | .27 | ( 4) | 2.1 | .21 |
| PAINTING/DECORATING** | ( 3) | 1.2 | .12 | ( 3) | 3.8 | .17 | ( 5) | 3.8 | .17 | ( 4) | .4 | .05 |
| SUBTOTAL MAINTENANCE | ( 3) | 4.9% | .56 | ( 3) | 8.0% | .37 | ( 5) | 11.7% | .56 | ( 4) | 3.7% | .37 |
| REAL ESTATE TAXES | ( 3) | 9.4 | .97 | ( 3) | 8.9 | .43 | ( 5) | 8.9 | .43 | ( 4) | 5.4 | .69 |
| OTHER TAX/FEE/PERMIT | ( ) | | | ( 2) | 2.2 | .09 | ( 2) | 2.2 | .09 | ( 4) | .8 | .10 |
| INSURANCE | ( 3) | 4.4 | .41 | ( 3) | 7.3 | .33 | ( 5) | 3.3 | .16 | ( 4) | 1.3 | .16 |
| SUBTOTAL TAX-INSURANCE | ( 3) | 14.7% | 1.38 | ( 3) | 17.5% | .74 | ( 5) | 13.9% | .67 | ( 4) | 7.1% | .85 |
| RECREATNL/AMENITIES** | | | | ( 2) | 1.0 | .04 | ( 2) | 1.0 | .04 | ( ) | | |
| OTHER PAYROLL** | ( 3) | 1.7 | .18 | ( 2) | 8.0 | .37 | ( 3) | 4.0 | .26 | ( 3) | 5.3 | .57 |
| TOTAL ALL EXPENSES | ( 3) | 35.5% | 4.02 | ( 3) | 49.4% | 2.25 | ( 5) | 49.4% | 2.25 | ( 4) | 31.1% | 3.33 |
| NET OPERATING INCOME | ( 3) | 64.5% | 6.74 | ( 3) | 28.1% | 1.28 | ( 5) | 28.1% | 1.28 | ( 4) | 77.2% | 7.78 |
| PAYROLL RECAP** | ( 2) | 13.7 | 1.28 | ( 3) | 7.1 | .47 | ( 5) | 9.4 | .49 | ( 3) | 5.3 | .57 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

| | SALT LAKE CITY, UT<br>LOW RISE BUILDINGS<br>SECT. 8 - ELDERLY/HAND.<br>3 BLGS. 242 APTS.<br>143,860 SQ.FT. | | | SALT LAKE CITY, UT<br>LOW RISE BUILDINGS<br>SECT. 8 - FAMILY<br>11 BUILDINGS 511 APARTMENTS<br>418,861 RENTABLE SQUARE FEET | | | | | | | SALT LAKE CITY, UT<br>LOW RISE BUILDINGS<br>ALL ELDERLY/HANDICAPPED<br>5 BLGS. 352 APTS.<br>219,336 SQ.FT. | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % OF GPTI MED | % OF GPTI LOW | % OF GPTI HIGH | $/SQ.FT. MED | $/SQ.FT. LOW | $/SQ.FT. HIGH | BLDGS. | % GPTI MED | $/SQFT MED |
| **INCOME** | | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 3) | 97.5% | 8.19 | ( 11) | 97.8% | 97.0% | 98.1% | 7.24 | 6.82 | 7.44 | ( 5) | 98.2% | 8.22 |
| RENTS-GARAGE/PARKING | ( ) | | | ( ) | | | | | | | ( ) | | |
| RENTS-STORES/OFFICES | ( ) | | | ( ) | | | | | | | ( ) | | |
| GROSS POSSIBLE RENTS | ( 3) | 97.5% | 8.19 | ( 11) | 97.8% | 97.0% | 98.1% | 7.24 | 6.82 | 7.44 | ( 5) | 98.2% | 8.22 |
| VACANCIES/RENT LOSS | ( 3) | .5 | .05 | ( 4) | .0 | | | .00 | | | ( 3) | .5 | .05 |
| TOTAL RENTS COLLECTED | ( 3) | 96.8 | 8.13 | ( 11) | 97.8 | 97.0 | 98.1 | 7.24 | 6.82 | 7.44 | ( 5) | 97.8 | 8.22 |
| OTHER INCOME | ( 3) | 2.5 | .21 | ( 11) | 2.2 | 1.4 | 2.9 | .17 | .10 | .21 | ( 5) | 1.8 | .19 |
| GROSS POSSIBLE INCOME | ( 3) | 100.0% | 8.40 | ( 11) | 100.0% | 100.0% | 100.0% | 7.40 | 6.91 | 7.67 | ( 5) | 100.0% | 8.40 |
| TOTAL COLLECTIONS | ( 3) | 99.5 | 8.34 | ( 11) | 100.0 | 100.0 | 100.0 | 7.40 | 6.91 | 7.67 | ( 5) | 99.8 | 8.34 |
| **EXPENSES** | | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 3) | 7.1 | .58 | ( 11) | 7.8 | 6.6 | 7.8 | .55 | .48 | .58 | ( 5) | 5.9 | .57 |
| OTHER ADMINISTRTVE.** | ( 3) | 8.9 | .81 | ( 11) | 8.4 | 6.2 | 8.8 | .58 | .46 | .62 | ( 5) | 7.6 | .64 |
| SUBTOTAL ADMINIST. | ( 3) | 14.7% | 1.39 | ( 11) | 16.2% | 14.2% | 16.3% | 1.11 | 1.03 | 1.17 | ( 5) | 13.7% | 1.24 |
| SUPPLIES | ( 3) | .1 | .01 | ( 1) | .1 | | | .01 | | | ( 3) | .1 | .01 |
| HEATING FUEL-CA ONLY* | ( 3) | .8 | .06 | ( 3) | .3 | | | .02 | | | ( 3) | .8 | .06 |
| CA & APTS.* | ( ) | | | ( 8) | 5.2 | | | .36 | | | ( 2) | 2.1 | .20 |
| ELECTRICITY--CA ONLY* | ( 3) | 3.4 | .26 | ( 4) | .5 | | | .04 | | | ( 3) | 3.4 | .26 |
| CA & APTS.* | ( ) | | | ( 7) | 5.6 | | | .39 | | | ( 2) | 5.9 | .57 |
| WATER/SEWER--CA ONLY* | ( ) | | | ( ) | | | | | | | ( ) | | |
| CA & APTS.* | ( 3) | 1.7 | .14 | ( 11) | 2.6 | 2.4 | 2.9 | .19 | .17 | .20 | ( 5) | 1.2 | .13 |
| GAS-----------CA ONLY* | ( 1) | .0 | .00 | ( 10) | .8 | | | .05 | | | ( 3) | .1 | .01 |
| CA & APTS.* | ( ) | | | ( ) | | | | | | | ( ) | | |
| BUILDING SERVICES | ( 3) | .8 | .06 | ( ) | | | | | | | ( 3) | .8 | .06 |
| OTHER OPERATING | ( 1) | .2 | .03 | ( 11) | .9 | .6 | 1.0 | .06 | .04 | .08 | ( 3) | .2 | .03 |
| SUBTOTAL OPERATING | ( 3) | 6.7% | .57 | ( 11) | 14.1% | 10.9% | 14.3% | 1.00 | .86 | 1.02 | ( 5) | 7.5% | .57 |
| SECURITY** | ( 1) | 3.0 | .26 | ( ) | | | | | | | ( 1) | 3.0 | .26 |
| GROUNDS MAINTENANCE** | ( 3) | 2.9 | .29 | ( 11) | 1.5 | 1.4 | 2.0 | .13 | .11 | .15 | ( 5) | 2.7 | .24 |
| MAINTENANCE-REPAIRS | ( 3) | 4.1 | .31 | ( 11) | 2.9 | 1.8 | 3.0 | .18 | .16 | .21 | ( 5) | 2.0 | .21 |
| PAINTING/DECORATING** | ( 3) | 1.7 | .14 | ( 8) | .4 | | | .03 | | | ( 5) | .2 | .02 |
| SUBTOTAL MAINTENANCE | ( 3) | 10.3% | .77 | ( 11) | 4.8% | 3.4% | 5.7% | .37 | .28 | .41 | ( 5) | 4.8% | .52 |
| REAL ESTATE TAXES | ( 3) | 5.5 | .60 | ( 11) | 6.0 | 5.0 | 6.2 | .42 | .32 | .45 | ( 5) | 7.9 | .61 |
| OTHER TAX/FEE/PERMIT | ( ) | | | ( 1) | .2 | | | .02 | | | ( ) | | |
| INSURANCE | ( 3) | 1.4 | .12 | ( 11) | 1.5 | .9 | 1.6 | .11 | .07 | .13 | ( 5) | 1.4 | .12 |
| SUBTOTAL TAX-INSURNCE | ( 3) | 6.7% | .70 | ( 11) | 7.4% | 6.7% | 7.7% | .54 | .44 | .55 | ( 5) | 9.4% | .74 |
| RECREATNL/AMENITIES** | ( 1) | 1.0 | .11 | ( 1) | 5.7 | | | .43 | | | ( 1) | 1.0 | .11 |
| OTHER PAYROLL** | ( 3) | 2.8 | .23 | ( 9) | 4.9 | | | .36 | | | ( 5) | 2.8 | .24 |
| TOTAL ALL EXPENSES | ( 3) | 47.2% | 3.67 | ( 11) | 45.4% | 38.9% | 50.2% | 3.38 | 3.06 | 3.53 | ( 5) | 36.3% | 3.59 |
| NET OPERATING INCOME | ( 3) | 52.0% | 4.37 | ( 11) | 54.6% | 49.0% | 55.9% | 3.88 | 3.42 | 4.73 | ( 5) | 63.7% | 5.31 |
| PAYROLL RECAP** | ( 3) | 7.2 | .79 | ( 11) | 8.7 | 8.1 | 10.2 | .64 | .59 | .84 | ( 5) | 7.5 | .76 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix. Copyright © 1987, Institute of Real Estate Management

| | SALT LAKE CITY, UT | | | SALT LAKE CITY, UT | | | SAN DIEGO, CA | | | SAN DIEGO, CA | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | GARDEN BUILDINGS<br>ALL ELDERLY/HANDICAPPED | | | GARDEN BUILDINGS<br>ALL FAMILY/NONELDERLY | | | ELEVATOR BUILDINGS | | | GARDEN BUILDINGS<br>ALL FAMILY/NONELDERLY | | |
| | 7 BLGS. 288 APTS.<br>161,280 SQ.FT. | | | 5 BLGS. 192 APTS.<br>167,025 SQ.FT. | | | 3 BLGS. 484 APTS.<br>274,884 SQ.FT. | | | 3 BLGS. 452 APTS.<br>310,784 SQ.FT. | | |
| | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED |
| INCOME | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 7) | 99.0% | 7.91 | ( 5) | 97.8% | 7.15 | ( 3) | 99.6% | 12.37 | ( 3) | 99.5% | 5.54 |
| RENTS-GARAGE/PARKING | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| RENTS-STORES/OFFICES | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| GROSS POSSIBLE RENTS | ( 7) | 99.0% | 7.91 | ( 5) | 97.8% | 7.15 | ( 3) | 99.6% | 12.37 | ( 3) | 99.5% | 5.54 |
| VACANCIES/RENT LOSS | ( 1) | .0 | .00 | ( 4) | 1.8 | .16 | ( 3) | 1.2 | .15 | ( 3) | 3.5 | .17 |
| TOTAL RENTS COLLECTED | ( 7) | 99.0 | 7.91 | ( 5) | 97.2 | 7.14 | ( 3) | 98.2 | 12.22 | ( 3) | 93.0 | 5.53 |
| OTHER INCOME | ( 7) | 1.0 | .08 | ( 5) | 2.2 | .16 | ( 3) | .4 | .04 | ( 2) | 3.5 | .17 |
| GROSS POSSIBLE INCOME | ( 7) | 100.0% | 8.02 | ( 5) | 100.0% | 7.34 | ( 3) | 100.0% | 12.71 | ( 3) | 100.0% | 5.57 |
| TOTAL COLLECTIONS | ( 7) | 100.0 | 8.02 | ( 5) | 99.7 | 7.33 | ( 3) | 98.8 | 12.57 | ( 3) | 96.5 | 5.55 |
| EXPENSES | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 7) | 6.0 | .55 | ( 5) | 4.9 | .36 | ( 3) | 3.1 | .31 | ( 3) | 5.4 | .30 |
| OTHER ADMINISTRTVE.** | ( 7) | 9.5 | .75 | ( 5) | 6.4 | .47 | ( 3) | 3.2 | .41 | ( 3) | 6.8 | .38 |
| SUBTOTAL ADMINIST. | ( 7) | 16.4% | 1.27 | ( 5) | 11.3% | .83 | ( 3) | 5.7% | .72 | ( 3) | 12.2% | .68 |
| SUPPLIES | ( ) | | | ( 5) | .1 | .01 | ( 3) | .3 | .04 | ( 3) | .1 | .00 |
| HEATING FUEL-CA ONLY* | ( ) | | | ( 5) | .4 | .03 | ( ) | | | ( ) | | |
| CA & APTS.* | ( 7) | 5.4 | .43 | ( ) | | | ( 2) | 9.8 | .40 | ( 1) | 6.0 | .29 |
| ELECTRICITY--CA ONLY* | ( ) | | | ( 5) | .4 | .03 | ( 2) | 10.1 | 1.28 | ( 1) | 1.3 | .08 |
| CA & APTS.* | ( 7) | 6.6 | .53 | ( ) | | | ( 1) | 8.1 | .33 | ( 2) | .5 | .03 |
| WATER/SEWER--CA ONLY* | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| CA & APTS.* | ( 7) | 2.7 | .20 | ( 5) | 4.1 | .33 | ( 3) | 1.5 | .16 | ( 3) | 6.6 | .47 |
| GAS----------CA ONLY* | ( 6) | .1 | .01 | ( 5) | .1 | .01 | ( 2) | 1.9 | .22 | ( 1) | .6 | .03 |
| CA & APTS.* | ( 1) | .1 | .01 | ( ) | | | ( 1) | .4 | .07 | ( 1) | 2.4 | .12 |
| BUILDING SERVICES | ( ) | | | ( 4) | .7 | .05 | ( 3) | 2.1 | .12 | ( 3) | 1.3 | .07 |
| OTHER OPERATING | ( 7) | .5 | .04 | ( 3) | .0 | .00 | ( 1) | 2.5 | .45 | ( ) | | |
| SUBTOTAL OPERATING | ( 7) | 15.2% | 1.22 | ( 5) | 5.7% | .45 | ( 3) | 15.8% | 1.52 | ( 3) | 11.8% | .66 |
| SECURITY** | ( ) | | | ( ) | | | ( 1) | 2.2 | .28 | ( 1) | 3.8 | .18 |
| GROUNDS MAINTENANCE** | ( 7) | [illegible].3 | .16 | ( 5) | 3.9 | .29 | ( 3) | 1.5 | .12 | ( 2) | 8.4 | .47 |
| MAINTENANCE-REPAIRS | ( 7) | 1.7 | .14 | ( 5) | 4.0 | .35 | ( 3) | 3.0 | .15 | ( 3) | 8.5 | .42 |
| PAINTING/DECORATING** | ( 5) | .2 | .01 | ( 5) | 1.9 | .14 | ( 3) | .5 | .06 | ( 2) | 4.3 | .21 |
| SUBTOTAL MAINTENANCE | ( 7) | 4.0% | .35 | ( 5) | 9.2% | .78 | ( 3) | 5.0% | .40 | ( 3) | 11.0% | .84 |
| REAL ESTATE TAXES | ( 7) | 5.1 | .44 | ( 5) | 4.3 | .33 | ( 2) | 10.3 | .99 | ( 3) | 3.9 | .26 |
| OTHER TAX/FEE/PERMIT | ( ) | | | ( 1) | .7 | .04 | ( 2) | .7 | .03 | ( 2) | 3.1 | .15 |
| INSURANCE | ( 7) | 1.3 | .10 | ( 5) | 1.1 | .09 | ( 3) | 3.0 | .30 | ( 3) | 3.1 | .16 |
| SUBTOTAL TAX-INSURNCE | ( 7) | 6.3% | .53 | ( 5) | 5.5% | .44 | ( 3) | 7.2% | .61 | ( 3) | 9.0% | .50 |
| RECREATNL/AMENITIES** | ( ) | | | ( ) | | | ( 2) | 1.0 | .04 | ( 2) | .4 | .02 |
| OTHER PAYROLL** | ( 7) | 4.7 | .38 | ( 4) | 2.1 | .18 | ( 3) | 2.3 | .27 | ( 3) | 5.9 | .33 |
| TOTAL ALL EXPENSES | ( 7) | 48.0% | 3.90 | ( 5) | 33.9% | 2.60 | ( 3) | 38.3% | 4.48 | ( 3) | 50.1% | 2.79 |
| NET OPERATING INCOME | ( 7) | 52.0% | 4.20 | ( 5) | 66.1% | 4.80 | ( 3) | 60.5% | 7.70 | ( 3) | 42.9% | 2.76 |
| PAYROLL RECAP** | ( 7) | 10.6 | .80 | ( 5) | 6.6 | .54 | ( 3) | 5.5 | .65 | ( 3) | 10.2 | .57 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

| | SAN FRANCISCO, CA<br>LOW RISE BUILDINGS<br>SECTION 236 | | | SAN FRANCISCO, CA<br>GARDEN BUILDINGS<br>ALL FAMILY/NONELDERLY | | | SAN JOSE, CA<br>GARDEN BUILDINGS<br>SECTION 236 | | | SAN JOSE, CA<br>GARDEN BUILDINGS<br>ALL FAMILY/NONELDERLY | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | 3 BLGS. 200 APTS.<br>206,866 SQ.FT. | | | 4 BLGS. 498 APTS.<br>472,130 SQ.FT. | | | 4 BLGS. 456 APTS.<br>459,724 SQ.FT. | | | 6 BLGS. 613 APTS.<br>590,582 SQ.FT. | | |
| INCOME | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED |
| RENTS-APARTMENTS | ( 3) | 98.9% | 6.07 | ( 4) | 98.6% | 6.36 | ( 4) | 97.0% | 4.79 | ( 6) | 97.0% | 5.23 |
| RENTS-GARAGE/PARKING | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| RENTS-STORES/OFFICES | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| GROSS POSSIBLE RENTS | ( 3) | 98.9% | 6.07 | ( 4) | 98.6% | 6.36 | ( 4) | 97.0% | 4.79 | ( 6) | 97.0% | 5.23 |
| VACANCIES/RENT LOSS | ( 2) | 1.3 | .08 | ( 3) | 4.3 | .22 | ( 4) | 1.5 | .08 | ( 6) | 1.3 | .06 |
| TOTAL RENTS COLLECTED | ( 3) | 98.5 | 5.99 | ( 4) | 95.8 | 6.06 | ( 4) | 95.1 | 4.72 | ( 6) | 95.6 | 5.05 |
| OTHER INCOME | ( 3) | 1.1 | .06 | ( 4) | 2.6 | .19 | ( 4) | 4.5 | .19 | ( 6) | 3.5 | .31 |
| GROSS POSSIBLE INCOME | ( 3) | 100.0% | 6.10 | ( 4) | 100.0% | 6.42 | ( 4) | 100.0% | 5.10 | ( 6) | 100.0% | 5.36 |
| TOTAL COLLECTIONS | ( 3) | 99.6 | 6.02 | ( 4) | 99.5 | 6.11 | ( 4) | 98.7 | 5.03 | ( 6) | 99.6 | 5.18 |
| EXPENSES | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 3) | 8.6 | .52 | ( 3) | 8.4 | .47 | ( 4) | 8.2 | .33 | ( 6) | 7.4 | .43 |
| OTHER ADMINISTRTVE.** | ( 3) | 15.0 | .91 | ( 4) | 15.5 | .99 | ( 4) | 17.2 | .70 | ( 6) | 9.9 | .70 |
| SUBTOTAL ADMINIST. | ( 3) | 23.5% | 1.44 | ( 4) | 23.9% | 1.53 | ( 4) | 25.4% | 1.03 | ( 6) | 16.2% | 1.03 |
| SUPPLIES | ( 3) | .1 | .01 | ( 4) | .1 | .01 | ( 4) | .1 | .01 | ( 6) | .1 | .01 |
| HEATING FUEL-CA ONLY* | ( 1) | .4 | .03 | ( ) | | | ( ) | | | ( ) | | |
| CA & APTS.* | ( 1) | 10.4 | .63 | ( 2) | 8.0 | .41 | ( 1) | 3.5 | .18 | ( 1) | 3.5 | .18 |
| ELECTRICITY--CA ONLY* | ( 2) | 1.0 | .04 | ( 1) | .7 | .08 | ( 4) | 1.2 | .06 | ( 6) | 1.2 | .06 |
| CA & APTS.* | ( 1) | 2.5 | .15 | ( 3) | 2.2 | .11 | ( ) | | | ( ) | | |
| WATER/SEWER--CA ONLY* | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| CA & APTS.* | ( 3) | 5.3 | .23 | ( 4) | 5.4 | .35 | ( 4) | 4.0 | .16 | ( 6) | 2.9 | .16 |
| GAS----------CA ONLY* | ( 1) | 2.2 | .09 | ( 1) | .3 | .03 | ( 4) | 5.2 | .22 | ( 6) | 5.2 | .21 |
| CA & APTS.* | ( 2) | 4.0 | .26 | ( 3) | 1.8 | .09 | ( ) | | | ( ) | | |
| BUILDING SERVICES | ( 3) | 4.0 | .25 | ( 3) | 3.3 | .21 | ( 3) | 2.8 | .15 | ( 3) | 2.8 | .15 |
| OTHER OPERATING | ( ) | | | ( 2) | 5.8 | .27 | ( 4) | 3.1 | .16 | ( 6) | 1.8 | .16 |
| SUBTOTAL OPERATING | ( 3) | 12.7% | .74 | ( 4) | 23.3% | 1.20 | ( 4) | 15.0% | .70 | ( 6) | 13.5% | .69 |
| SECURITY** | ( 2) | 2.2 | .14 | ( 2) | 1.8 | .09 | ( 2) | .5 | .03 | ( 3) | .1 | .01 |
| GROUNDS MAINTENANCE** | ( 3) | 3.1 | .19 | ( 4) | 3.5 | .22 | ( 4) | 5.9 | .24 | ( 6) | 5.7 | .24 |
| MAINTENANCE-REPAIRS | ( 3) | 4.7 | .29 | ( 4) | 13.7 | .66 | ( 4) | 15.0 | .80 | ( 6) | 9.0 | .36 |
| PAINTING/DECORATING** | ( 3) | .6 | .04 | ( 2) | .4 | .04 | ( 4) | 2.1 | .11 | ( 6) | 1.6 | .09 |
| SUBTOTAL MAINTENANCE | ( 3) | 8.7% | .52 | ( 4) | 17.6% | .91 | ( 4) | 23.6% | 1.21 | ( 6) | 16.2% | .67 |
| REAL ESTATE TAXES | ( 3) | 7.3 | .45 | ( 4) | 7.6 | .49 | ( 4) | 6.3 | .27 | ( 6) | 6.0 | .35 |
| OTHER TAX/FEE/PERMIT | ( 3) | 1.5 | .09 | ( 4) | 1.4 | .09 | ( 4) | 1.1 | .05 | ( 6) | .3 | .02 |
| INSURANCE | ( 2) | 5.1 | .31 | ( 4) | 4.6 | .22 | ( 4) | 4.9 | .20 | ( 6) | 2.8 | .19 |
| SUBTOTAL TAX-INSURNCE | ( 3) | 13.0% | .84 | ( 4) | 10.4% | .87 | ( 4) | 11.4% | .49 | ( 6) | 10.9% | .59 |
| RECREATNL/AMENITIES** | ( 2) | .4 | .02 | ( 2) | .3 | .02 | ( ) | | | ( ) | | |
| OTHER PAYROLL** | ( 3) | 4.8 | .29 | ( 3) | 7.5 | .42 | ( 4) | 6.6 | .34 | ( 6) | 6.5 | .34 |
| TOTAL ALL EXPENSES | ( 3) | 76.1% | 4.64 | ( 4) | 73.6% | 4.65 | ( 4) | 79.7% | 3.41 | ( 6) | 66.9% | 3.41 |
| NET OPERATING INCOME | ( 3) | 22.6% | 1.38 | ( 4) | 33.7% | 1.53 | ( 4) | 31.6% | 1.41 | ( 6) | 34.3% | 1.61 |
| PAYROLL RECAP** | ( 2) | 16.2 | 1.05 | ( 4) | 13.8 | .85 | ( 4) | 15.3 | .64 | ( 6) | 14.4 | .64 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

|  | SAVANNAH, GA |  |  | SCRANTON, PA |  |  | SEATTLE, WA |  |  | SIOUX CITY, IA |  |  |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
|  | GARDEN BUILDINGS SECTION 236 |  |  | GARDEN BUILDINGS SECT. 8 - FAMILY |  |  | ELEVATOR BUILDINGS SECT. 8 - ELDERLY/HAND. |  |  | ELEVATOR BUILDINGS SECT. 8 - ELDERLY/HAND. |  |  |
|  | 5 BLGS. 544 APTS. 464,481 SQ.FT. |  |  | 3 BLGS. 595 APTS. 519,059 SQ.FT. |  |  | 3 BLGS. 310 APTS. 171,809 SQ.FT. |  |  | 3 BLGS. 219 APTS. 120,340 SQ.FT. |  |  |
|  | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED |
| INCOME |  |  |  |  |  |  |  |  |  |  |  |  |
| RENTS-APARTMENTS | ( 5) | 96.7% | 2.81 | ( 3) | 98.8% | 5.95 | ( 3) | 96.5% | 13.32 | ( 3) | 99.7% | 9.33 |
| RENTS-GARAGE/PARKING | ( ) |  |  | ( ) |  |  | ( ) |  |  | ( ) |  |  |
| RENTS-STORES/OFFICES | ( ) |  |  | ( ) |  |  | ( 2) | 7.8 | .96 | ( ) |  |  |
| GROSS POSSIBLE RENTS | ( 4) | 96.7% | 2.81 | ( 3) | 98.8% | 5.95 | ( 3) | 98.9% | 13.66 | ( 3) | 99.7% | 9.33 |
| VACANCIES/RENT LOSS | ( 4) | 4.9 | .16 | ( 3) | .9 | .04 | ( 3) | .4 | .06 | ( 3) | .0 | .00 |
| TOTAL RENTS COLLECTED | ( 5) | 93.3 | 2.62 | ( 3) | 97.0 | 5.91 | ( 3) | 98.5 | 13.60 | ( 3) | 99.7 | 9.32 |
| OTHER INCOME | ( 5) | 3.9 | .11 | ( 3) | 1.2 | .08 | ( 3) | 1.1 | .15 | ( 3) | .3 | .02 |
| GROSS POSSIBLE INCOME | ( 5) | 100.0% | 2.81 | ( 3) | 100.0% | 6.03 | ( 3) | 100.0% | 13.81 | ( 3) | 100.0% | 9.41 |
| TOTAL COLLECTIONS | ( 5) | 97.4 | 2.73 | ( 3) | 99.1 | 5.99 | ( 3) | 99.6 | 13.75 | ( 3) | 100.0 | 9.39 |
| EXPENSES |  |  |  |  |  |  |  |  |  |  |  |  |
| MANAGEMENT FEE | ( 5) | 8.1 | .24 | ( 3) | 7.4 | .37 | ( 3) | 3.0 | .37 | ( 3) | 5.8 | .58 |
| OTHER ADMINISTRTVE.** | ( 5) | 8.8 | .26 | ( 3) | 5.3 | .37 | ( 3) | 5.1 | .73 | ( 3) | 2.6 | .25 |
| SUBTOTAL ADMINIST. | ( 5) | 17.5% | .53 | ( 3) | 12.7% | .77 | ( 3) | 8.9% | 1.25 | ( 3) | 8.7% | .77 |
| SUPPLIES | ( 5) | .3 | .01 | ( 3) | 1.1 | .06 | ( 3) | .2 | .02 | ( 3) | .1 | .01 |
| HEATING FUEL-CA ONLY* | ( 3) | .1 | .00 | ( 1) | .8 | .04 | ( ) |  |  | ( ) |  |  |
| CA & APTS.* | ( 1) | 7.8 | .26 | ( 2) | 13.2 | .92 | ( 3) | 4.0 | .49 | ( 3) | 4.7 | .37 |
| ELECTRICITY--CA ONLY* | ( 5) | 2.2 | .06 | ( 2) | 3.1 | .14 | ( ) |  |  | ( ) |  |  |
| CA & APTS.* | ( ) |  |  | ( 1) | 10.0 | .69 | ( 3) | 1.3 | .17 | ( 3) | 6.5 | .63 |
| WATER/SEWER--CA ONLY* | ( ) |  |  | ( ) |  |  | ( ) |  |  | ( ) |  |  |
| CA & APTS.* | ( 5) | 7.4 | .22 | ( 3) | 4.1 | .25 | ( 3) | 1.7 | .21 | ( 3) | 1.3 | .12 |
| GAS----------CA ONLY* | ( 4) | 1.0 | .01 | ( ) |  |  | ( ) |  |  | ( ) |  |  |
| CA & APTS.* | ( 1) | 4.2 | .14 | ( 1) | 4.1 | .28 | ( ) |  |  | ( ) |  |  |
| BUILDING SERVICES | ( 5) | 2.1 | .06 | ( 1) | 1.5 | .09 | ( 3) | 1.4 | .19 | ( 3) | .3 | .03 |
| OTHER OPERATING | ( ) |  |  | ( 3) | 1.6 | .10 | ( 3) | .5 | .06 | ( 3) | .2 | .02 |
| SUBTOTAL OPERATING | ( 5) | 12.8% | .37 | ( 3) | 10.4% | .48 | ( 3) | 8.9% | 1.15 | ( 3) | 14.4% | 1.14 |
| SECURITY** | ( ) |  |  | ( 1) | 1.2 | .07 | ( 3) | .3 | .04 | ( ) |  |  |
| GROUNDS MAINTENANCE** | ( 5) | 1.9 | .05 | ( 2) | 5.9 | .36 | ( 3) | .0 | .00 | ( 3) | .7 | .06 |
| MAINTENANCE-REPAIRS | ( 5) | 6.4 | .21 | ( 3) | 4.3 | .20 | ( 3) | 1.7 | .21 | ( 3) | 5.8 | .57 |
| PAINTING/DECORATING** | ( 5) | 1.8 | .04 | ( 3) | 1.2 | .07 | ( 3) | .6 | .08 | ( 3) | .3 | .02 |
| SUBTOTAL MAINTENANCE | ( 5) | 9.8% | .32 | ( 3) | 6.5% | .30 | ( 3) | 2.3% | .33 | ( 3) | 6.5% | .64 |
| REAL ESTATE TAXES | ( 5) | 6.5 | .19 | ( 3) | 8.0 | .56 | ( 3) | 5.6 | .77 | ( 3) | 8.9 | .84 |
| OTHER TAX/FEE/PERMIT | ( ) |  |  | ( 2) | .6 | .04 | ( 3) | .1 | .01 | ( ) |  |  |
| INSURANCE | ( 5) | 11.2 | .31 | ( 3) | 3.7 | .26 | ( 3) | 2.8 | .39 | ( 3) | 1.3 | .13 |
| SUBTOTAL TAX-INSURNCE | ( 5) | 17.8% | .49 | ( 3) | 11.7% | .81 | ( 3) | 8.5% | 1.17 | ( 3) | 10.4% | .97 |
| RECREATNL/AMENITIES** | ( ) |  |  | ( ) |  |  | ( ) |  |  | ( 1) | 1.9 | .15 |
| OTHER PAYROLL** | ( 5) | 10.5 | .34 | ( 3) | 6.6 | .46 | ( 3) | 1.9 | .26 | ( 2) | 1.8 | .17 |
| TOTAL ALL EXPENSES | ( 5) | 72.7% | 2.13 | ( 3) | 67.5% | 3.11 | ( 3) | 28.6% | 4.12 | ( 3) | 40.2% | 3.78 |
| NET OPERATING INCOME | ( 5) | 33.3% | .94 | ( 3) | 31.6% | 2.01 | ( 3) | 71.0% | 9.83 | ( 3) | 59.7% | 5.07 |
| PAYROLL RECAP** | ( 5) | 14.1 | .38 | ( 3) | 8.3 | .50 | ( 3) | 4.3 | .62 | ( 3) | 3.4 | .34 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix. Copyright © 1987, Institute of Real Estate Management.

| | SIOUX CITY, IA | | | SIOUX CITY, IA | | | S. BEND/FT.WAYNE, IN | | | S. BEND/FT.WAYNE, IN | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | LOW RISE BUILDINGS<br>SECT. 8 - ELDERLY/HAND. | | | GARDEN BUILDINGS<br>SECT. 8 - FAMILY | | | GARDEN BUILDINGS<br>SECTION 236 | | | GARDEN BUILDINGS<br>SECT. 8 - FAMILY | | |
| | 7 BLGS. 281 APTS.<br>155,905 SQ.FT. | | | 3 BLGS. 112 APTS.<br>99,600 SQ.FT. | | | 7 BLGS. 738 APTS.<br>565,031 SQ.FT. | | | 3 BLGS. 258 APTS.<br>186,246 SQ.FT. | | |
| | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED |
| INCOME | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 7) | 99.7% | 8.39 | ( 3) | 98.4% | 5.43 | ( 7) | 97.9% | 4.12 | ( 3) | 97.7% | 4.87 |
| RENTS-GARAGE/PARKING | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| RENTS-STORES/OFFICES | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| GROSS POSSIBLE RENTS | ( 7) | 99.7% | 8.39 | ( 3) | 98.4% | 5.43 | ( 7) | 97.9% | 4.12 | ( 3) | 97.7% | 4.87 |
| VACANCIES/RENT LOSS | ( 7) | 2.0 | .17 | ( 3) | .4 | .02 | ( 7) | 2.1 | .08 | ( 3) | 1.7 | .09 |
| TOTAL RENTS COLLECTED | ( 7) | 96.3 | 8.30 | ( 3) | 98.7 | 5.45 | ( 7) | 95.6 | 4.01 | ( 3) | 96.0 | 4.79 |
| OTHER INCOME | ( 7) | .3 | .03 | ( 3) | 1.6 | .09 | ( 7) | 2.1 | .08 | ( 3) | 2.3 | .13 |
| GROSS POSSIBLE INCOME | ( 7) | 100.0% | 8.47 | ( 3) | 100.0% | 5.65 | ( 7) | 100.0% | 4.20 | ( 3) | 100.0% | 4.99 |
| TOTAL COLLECTIONS | ( 7) | 98.0 | 8.34 | ( 3) | 99.9 | 5.53 | ( 7) | 97.9 | 4.09 | ( 3) | 98.3 | 4.90 |
| EXPENSES | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 7) | 5.7 | .49 | ( 3) | 5.7 | .32 | ( 7) | 5.9 | .25 | ( 3) | 5.7 | .29 |
| OTHER ADMINISTRTVE.** | ( 7) | 4.8 | .40 | ( 3) | 5.4 | .32 | ( 7) | 9.5 | .39 | ( 3) | 10.5 | .45 |
| SUBTOTAL ADMINIST. | ( 7) | 10.3% | .87 | ( 3) | 10.9% | .64 | ( 7) | 15.4% | .64 | ( 3) | 16.4% | .89 |
| SUPPLIES | ( 7) | .3 | .03 | ( 3) | .2 | .01 | ( 7) | .4 | .01 | ( 3) | .4 | .02 |
| HEATING FUEL-CA ONLY* | ( ) | | | ( ) | | | ( 2) | 2.5 | .07 | ( 3) | 1.1 | .05 |
| CA & APTS.* | ( 7) | 5.3 | .44 | ( 1) | 4.2 | .24 | ( 5) | 5.5 | .25 | ( ) | | |
| ELECTRICITY--CA ONLY* | ( ) | | | ( 3) | 2.4 | .13 | ( 2) | 3.0 | .11 | ( 3) | 2.0 | .10 |
| CA & APTS.* | ( 7) | 7.2 | .64 | ( ) | | | ( 5) | 20.5 | .88 | ( ) | | |
| WATER/SEWER--CA ONLY* | ( ) | | | ( ) | | | ( ) | | | ( 1) | 1.5 | .12 |
| CA & APTS.* | ( 7) | 1.5 | .13 | ( 3) | 3.6 | .21 | ( 7) | 4.0 | .15 | ( 2) | 5.0 | .20 |
| GAS----------CA ONLY* | ( ) | | | ( 1) | .8 | .04 | ( ) | | | ( 1) | .2 | .02 |
| CA & APTS.* | ( 2) | 2.1 | .18 | ( 1) | 2.1 | .12 | ( 4) | 4.3 | .22 | ( ) | | |
| BUILDING SERVICES | ( 7) | .7 | .06 | ( 3) | 1.4 | .08 | ( 7) | 1.0 | .04 | ( 3) | .9 | .04 |
| OTHER OPERATING | ( 6) | .2 | .02 | ( 3) | .5 | .03 | ( 1) | .3 | .01 | ( ) | | |
| SUBTOTAL OPERATING | ( 7) | 14.3% | 1.27 | ( 3) | 8.9% | .53 | ( 7) | 35.2% | 1.41 | ( 3) | 5.0% | .35 |
| SECURITY** | ( ) | | | ( ) | | | ( 7) | .9 | .03 | ( 1) | 1.1 | .09 |
| GROUNDS MAINTENANCE** | ( 7) | 1.1 | .09 | ( 3) | 1.6 | .10 | ( 7) | 3.5 | .15 | ( 3) | 5.2 | .21 |
| MAINTENANCE-REPAIRS | ( 7) | 4.6 | .39 | ( 3) | 11.1 | .65 | ( 7) | 6.3 | .26 | ( 3) | 2.8 | .20 |
| PAINTING/DECORATING** | ( 7) | .5 | .04 | ( 3) | 1.1 | .06 | ( 7) | 1.5 | .06 | ( 3) | 1.7 | .09 |
| SUBTOTAL MAINTENANCE | ( 7) | 6.5% | .55 | ( 3) | 14.6% | .86 | ( 7) | 13.9% | .51 | ( 3) | 12.0% | .60 |
| REAL ESTATE TAXES | ( 7) | 9.0 | .76 | ( 3) | 15.7 | .89 | ( 7) | 9.2 | .35 | ( 3) | 9.0 | .57 |
| OTHER TAX/FEE/PERMIT | ( ) | | | ( ) | | | ( ) | | | ( 1) | .2 | .01 |
| INSURANCE | ( 7) | 1.4 | .12 | ( 3) | 1.3 | .08 | ( 7) | 1.5 | .06 | ( 3) | 1.7 | .06 |
| SUBTOTAL TAX-INSURNCE | ( 7) | 10.1% | .85 | ( 3) | 16.9% | .96 | ( 7) | 10.4% | .42 | ( 3) | 10.6% | .65 |
| RECREATNL/AMENITIES** | ( ) | | | ( ) | | | ( 7) | .3 | .02 | ( 2) | .4 | .02 |
| OTHER PAYROLL** | ( 7) | 1.9 | .16 | ( 3) | 1.0 | .06 | ( 7) | 8.1 | .29 | ( 3) | 8.2 | .41 |
| TOTAL ALL EXPENSES | ( 7) | 44.0% | 3.90 | ( 3) | 50.5% | 2.85 | ( 7) | 81.2% | 3.31 | ( 3) | 67.6% | 2.96 |
| NET OPERATING INCOME | ( 7) | 53.6% | 4.63 | ( 3) | 44.7% | 2.63 | ( 7) | 17.1% | .72 | ( 3) | 30.7% | 1.53 |
| PAYROLL RECAP** | ( 7) | 4.6 | .40 | ( 3) | 8.8 | .49 | ( 7) | 15.5 | .68 | ( 3) | 15.5 | .77 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

| | S. BEND/FT.WAYNE, IN | | | | | | | SPRINGFIELD, MA | | | TACOMA, WA | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | GARDEN BUILDINGS<br>ALL FAMILY/NONELDERLY | | | | | | | GARDEN BUILDINGS<br>SECTION 236 | | | GARDEN BUILDINGS<br>SECTION 221(D)3 | | |
| | 11 BUILDINGS 1,150 APARTMENTS<br>829,753 RENTABLE SQUARE FEET | | | | | | | 3 BLGS. 296 APTS.<br>319,572 SQ.FT. | | | 4 BLGS. 423 APTS.<br>255,710 SQ.FT. | | |
| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | | BLDGS. | % GPTI | $/SQFT | BLDGS. | % GPTI | $/SQFT |
| | | MED | LOW | HIGH | MED | LOW | HIGH | | MED | MED | | MED | MED |
| INCOME | | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 11) | 97.7% | 96.9% | 98.0% | 4.12 | 3.77 | 4.53 | ( 3) | 99.2% | 3.36 | ( 4) | 95.2% | 4.69 |
| RENTS-GARAGE/PARKING | ( ) | | | | | | | ( ) | | | ( ) | | |
| RENTS-STORES/OFFICES | ( ) | | | | | | | ( 1) | .6 | .03 | ( ) | | |
| GROSS POSSIBLE RENTS | ( 11) | 97.7% | 96.9% | 98.0% | 4.12 | 3.77 | 4.53 | ( 3) | 99.3% | 3.36 | ( 4) | 95.2% | 4.69 |
| VACANCIES/RENT LOSS | ( 11) | 2.1 | 1.3 | 2.6 | .08 | .07 | .11 | ( 2) | 1.2 | .06 | ( 4) | 1.4 | .05 |
| TOTAL RENTS COLLECTED | ( 11) | 95.6 | 92.6 | 96.0 | 4.01 | 3.64 | 4.31 | ( 3) | 98.9 | 3.36 | ( 4) | 94.9 | 4.65 |
| OTHER INCOME | ( 11) | 2.3 | 2.0 | 2.8 | .11 | .08 | .13 | ( 2) | .8 | .04 | ( 4) | 4.9 | .16 |
| GROSS POSSIBLE INCOME | ( 11) | 100.0% | 100.0% | 100.0% | 4.26 | 3.93 | 4.67 | ( 3) | 100.0% | 3.36 | ( 4) | 100.0% | 4.81 |
| TOTAL COLLECTIONS | ( 11) | 97.9 | 96.7 | 98.3 | 4.09 | 3.80 | 4.43 | ( 3) | 99.7 | 3.36 | ( 4) | 99.1 | 4.77 |
| EXPENSES | | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 11) | 5.9 | 5.7 | 5.9 | .25 | .23 | .27 | ( 3) | 6.6 | .30 | ( 4) | 6.7 | .32 |
| OTHER ADMINISTRTVE.** | ( 11) | 9.9 | 9.3 | 10.7 | .42 | .38 | .47 | ( 3) | 7.8 | .23 | ( 4) | 13.3 | .78 |
| SUBTOTAL ADMINIST. | ( 11) | 15.8% | 15.2% | 16.4% | .66 | .63 | .77 | ( 3) | 18.0% | .54 | ( 4) | 20.1% | 1.10 |
| SUPPLIES | ( 11) | .4 | .3 | .6 | .02 | .01 | .03 | ( 1) | .5 | .03 | ( 4) | .3 | .02 |
| HEATING FUEL-CA ONLY* | ( 6) | 1.8 | | | .06 | | | ( ) | | | ( ) | | |
| CA & APTS.* | ( 5) | 5.5 | | | .25 | | | ( 2) | 8.7 | .44 | ( 2) | 15.6 | .54 |
| ELECTRICITY--CA ONLY* | ( 6) | 2.9 | | | .11 | | | ( 2) | 2.5 | .11 | ( 2) | 3.2 | .21 |
| CA & APTS.* | ( 5) | 20.5 | | | .88 | | | ( 1) | 8.5 | .28 | ( ) | | |
| WATER/SEWER--CA ONLY* | ( 1) | 1.5 | | | .12 | | | ( ) | | | ( ) | | |
| CA & APTS.* | ( 10) | 4.0 | | | .16 | | | ( 3) | 2.1 | .07 | ( 4) | 5.7 | .26 |
| GAS----------CA ONLY* | ( 2) | .6 | | | .02 | | | ( ) | | | ( ) | | |
| CA & APTS.* | ( 4) | 4.3 | | | .22 | | | ( 2) | 5.4 | .18 | ( 2) | 2.4 | .05 |
| BUILDING SERVICES | ( 11) | 1.0 | .8 | 1.1 | .04 | .04 | .05 | ( 3) | 2.6 | .13 | ( ) | | |
| OTHER OPERATING | ( 1) | .3 | | | .01 | | | ( 1) | .3 | .01 | ( 4) | 1.8 | .13 |
| SUBTOTAL OPERATING | ( 11) | 22.0% | 9.9% | 35.2% | .86 | .35 | 1.41 | ( 3) | 16.4% | .78 | ( 4) | 18.0% | .87 |
| SECURITY** | ( 9) | 1.0 | | | .05 | | | ( 2) | 3.2 | .11 | ( 1) | .1 | .00 |
| GROUNDS MAINTENANCE** | ( 11) | 3.7 | 3.1 | 5.3 | .18 | .14 | .22 | ( 3) | 5.2 | .16 | ( 4) | 4.2 | .19 |
| MAINTENANCE-REPAIRS | ( 11) | 6.2 | 3.0 | 6.4 | .25 | .18 | .26 | ( 3) | 5.1 | .17 | ( 4) | 10.8 | .52 |
| PAINTING/DECORATING** | ( 11) | 1.7 | 1.1 | 2.1 | .08 | .05 | .10 | ( 3) | 1.0 | .03 | ( 4) | 8.2 | .28 |
| SUBTOTAL MAINTENANCE | ( 11) | 13.9% | 10.4% | 14.4% | .59 | .44 | .60 | ( 3) | 13.5% | .40 | ( 4) | 19.9% | .96 |
| REAL ESTATE TAXES | ( 11) | 9.2 | 7.9 | 11.5 | .39 | .35 | .47 | ( 3) | 12.0 | .51 | ( 4) | 8.8 | .43 |
| OTHER TAX/FEE/PERMIT | ( 1) | .2 | | | .01 | | | ( 1) | .0 | .00 | ( 4) | 2.6 | .11 |
| INSURANCE | ( 11) | 1.5 | 1.4 | 1.8 | .06 | .06 | .07 | ( 3) | 5.5 | .16 | ( 4) | 1.7 | .06 |
| SUBTOTAL TAX-INSURNCE | ( 11) | 10.6% | 9.3% | 12.9% | .46 | .40 | .53 | ( 3) | 17.5% | .63 | ( 4) | 12.9% | .55 |
| RECREATNL/AMENITIES** | ( 10) | .4 | | | .02 | | | ( 1) | .1 | .00 | ( ) | | |
| OTHER PAYROLL** | ( 11) | 8.2 | 6.5 | 8.8 | .40 | .25 | .40 | ( 3) | 8.2 | .24 | ( 3) | 2.6 | .11 |
| TOTAL ALL EXPENSES | ( 11) | 69.7% | 65.5% | 81.2% | 2.99 | 2.91 | 3.37 | ( 3) | 71.4% | 2.40 | ( 4) | 72.1% | 3.47 |
| NET OPERATING INCOME | ( 11) | 27.4% | 15.1% | 30.7% | .84 | .55 | 1.53 | ( 3) | 28.6% | .96 | ( 4) | 31.5% | 1.30 |
| PAYROLL RECAP** | ( 11) | 15.5 | 13.4 | 18.1 | .70 | .64 | .76 | ( 2) | 15.3 | .46 | ( 3) | 17.9 | .62 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

| | TACOMA, WA | | | TALLAHASSEE, FL | | | TAMPA-ST PETER., FL | | | TAMPA-ST PETER., FL | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | GARDEN BUILDINGS ALL FAMILY/NONELDERLY | | | LOW RISE BUILDINGS ALL FAMILY/NONELDERLY | | | LOW RISE BUILDINGS SECT. 8 - FAMILY | | | LOW RISE BUILDINGS ALL FAMILY/NONELDERLY | | |
| | 6 BLGS. 587 APTS. 384,979 SQ.FT. | | | 3 BLGS. 234 APTS. 206,872 SQ.FT. | | | 3 BLGS. 328 APTS. 256,624 SQ.FT. | | | 5 BLGS. 578 APTS. 476,414 SQ.FT. | | |
| | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED |
| INCOME | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 6) | 96.4% | 4.69 | ( 3) | 98.8% | 4.30 | ( 3) | 98.7% | 4.29 | ( 5) | 97.1% | 4.09 |
| RENTS-GARAGE/PARKING | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| RENTS-STORES/OFFICES | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| GROSS POSSIBLE RENTS | ( 6) | 96.4% | 4.69 | ( 3) | 98.8% | 4.30 | ( 3) | 98.7% | 4.29 | ( 5) | 97.1% | 4.09 |
| VACANCIES/RENT LOSS | ( 6) | 1.5 | .05 | ( 3) | 1.0 | .04 | ( 3) | 8.8 | .38 | ( 5) | 8.8 | .38 |
| TOTAL RENTS COLLECTED | ( 6) | 94.8 | 4.65 | ( 3) | 97.6 | 4.07 | ( 3) | 89.9 | 3.91 | ( 5) | 89.9 | 3.87 |
| OTHER INCOME | ( 6) | 4.8 | .14 | ( 3) | 1.2 | .04 | ( 3) | 1.3 | .06 | ( 5) | 2.9 | .08 |
| GROSS POSSIBLE INCOME | ( 6) | 100.0% | 4.81 | ( 3) | 100.0% | 4.34 | ( 3) | 100.0% | 4.34 | ( 5) | 100.0% | 4.14 |
| TOTAL COLLECTIONS | ( 6) | 98.6 | 4.77 | ( 3) | 99.0 | 4.11 | ( 3) | 91.3 | 3.96 | ( 5) | 91.2 | 3.92 |
| EXPENSES | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 6) | 6.6 | .26 | ( 3) | 6.4 | .28 | ( 3) | 5.3 | .23 | ( 5) | 5.3 | .21 |
| OTHER ADMINISTRTVE.** | ( 6) | 14.8 | .78 | ( 3) | 12.8 | .56 | ( 3) | 8.5 | .37 | ( 5) | 8.6 | .38 |
| SUBTOTAL ADMINIST. | ( 6) | 21.2% | 1.10 | ( 3) | 18.3% | .80 | ( 3) | 13.8% | .60 | ( 5) | 13.9% | .57 |
| SUPPLIES | ( 6) | .3 | .02 | ( 3) | .7 | .03 | ( 3) | .2 | .01 | ( 5) | .2 | .01 |
| HEATING FUEL-CA ONLY* | ( 2) | 1.1 | .05 | ( 1) | .2 | .01 | ( 3) | .2 | .01 | ( 5) | .2 | .01 |
| CA & APTS.* | ( 2) | 15.6 | .54 | ( 2) | 6.8 | .30 | ( ) | | | ( ) | | |
| ELECTRICITY--CA ONLY* | ( 4) | 1.9 | .11 | ( 3) | 2.0 | .09 | ( 3) | 1.3 | .06 | ( 5) | 1.3 | .05 |
| CA & APTS.* | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| WATER/SEWER--CA ONLY* | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| CA & APTS.* | ( 6) | 5.7 | .26 | ( 3) | 4.9 | .18 | ( 3) | 5.1 | .21 | ( 5) | 5.1 | .20 |
| GAS-----------CA ONLY* | ( ) | | | ( 1) | 2.9 | .13 | ( 3) | .3 | .01 | ( 5) | .3 | .01 |
| CA & APTS.* | ( 2) | 2.4 | .05 | ( 1) | .6 | .03 | ( ) | | | ( ) | | |
| BUILDING SERVICES | ( 1) | 2.3 | .13 | ( 1) | .9 | .05 | ( 3) | 5.5 | .25 | ( 5) | 4.7 | .20 |
| OTHER OPERATING | ( 5) | 1.8 | .13 | ( 3) | 1.2 | .06 | ( ) | | | ( 1) | 2.9 | .08 |
| SUBTOTAL OPERATING | ( 6) | ~~18.0%~~ | .65 | ( 3) | 17.5% | .64 | ( 3) | 12.7% | .53 | ( 5) | 12.7% | .46 |
| SECURITY** | ( 2) | .1 | .00 | ( ) | | | ( 1) | 3.5 | .15 | ( 3) | .6 | .02 |
| GROUNDS MAINTENANCE** | ( 6) | 4.2 | .18 | ( 3) | 1.2 | .05 | ( 3) | 1.6 | .07 | ( 5) | 1.6 | .06 |
| MAINTENANCE-REPAIRS | ( 6) | 10.6 | .24 | ( 3) | 2.2 | .08 | ( 3) | 10.5 | .54 | ( 5) | 7.9 | .33 |
| PAINTING/DECORATING** | ( 6) | 6.3 | .24 | ( 3) | 1.0 | .04 | ( 3) | 6.8 | .28 | ( 5) | 5.4 | .28 |
| SUBTOTAL MAINTENANCE | ( 6) | 19.3% | .64 | ( 3) | 3.9% | .20 | ( 3) | 17.1% | .88 | ( 5) | 16.6% | .69 |
| REAL ESTATE TAXES | ( 6) | 8.8 | .43 | ( 3) | 7.5 | .32 | ( 3) | 7.7 | .37 | ( 5) | 8.9 | .39 |
| OTHER TAX/FEE/PERMIT | ( 4) | 2.6 | .11 | ( 3) | .1 | .00 | ( 2) | .0 | .00 | ( 4) | .0 | .00 |
| INSURANCE | ( 6) | 1.7 | .10 | ( 3) | 2.7 | .12 | ( 3) | 2.6 | .13 | ( 5) | 3.9 | .13 |
| SUBTOTAL TAX-INSURNCE | ( 6) | 12.9% | .55 | ( 3) | 10.1% | .46 | ( 3) | 10.2% | .53 | ( 5) | 14.9% | .54 |
| RECREATNL/AMENITIES** | ( 1) | .7 | .04 | ( ) | | | ( ) | | | ( ) | | |
| OTHER PAYROLL** | ( 4) | 3.1 | .27 | ( 3) | 7.3 | .32 | ( 3) | 7.7 | .38 | ( 5) | 7.7 | .32 |
| TOTAL ALL EXPENSES | ( 6) | 72.1% | 3.01 | ( 3) | 58.3% | 2.43 | ( 3) | 65.5% | 3.14 | ( 5) | 65.5% | 2.71 |
| NET OPERATING INCOME | ( 6) | 31.5% | 1.30 | ( 3) | 36.5% | 1.58 | ( 3) | 29.3% | 1.21 | ( 5) | 29.3% | .82 |
| PAYROLL RECAP** | ( 5) | 17.5 | .62 | ( 3) | 15.1 | .76 | ( 3) | 18.8 | .82 | ( 5) | 19.0 | .80 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix. Copyright © 1987, Institute of Real Estate Management

**SELECTED METROPOLITAN AREAS**
**U.S.A.**

**MEDIAN INCOME AND OPERATING COSTS**

**BY BUILDING TYPE AND**
**SUBSIDY TYPE**

| | TAMPA-ST PETER., FL | | | TAMPA-ST PETER., FL | | | TOLEDO, OH | | | TULSA, OK | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | GARDEN BUILDINGS<br>SECT. 8 - FAMILY | | | GARDEN BUILDINGS<br>ALL FAMILY/NONELDERLY | | | GARDEN BUILDINGS | | | LOW RISE BUILDINGS<br>SECT. 8 - ELDERLY/HAND. | | |
| | 6 BLGS. 448 APTS.<br>360,049 SQ.FT. | | | 8 BLGS. 648 APTS.<br>503,382 SQ.FT. | | | 3 BLGS. 205 APTS.<br>137,476 SQ.FT. | | | 3 BLGS. 426 APTS.<br>208,407 SQ.FT. | | |
| | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED |
| INCOME | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 6) | 99.1% | 8.19 | ( 8) | 99.0% | 7.19 | ( 3) | 99.6% | 9.97 | ( 3) | 98.6% | 6.25 |
| RENTS-GARAGE/PARKING | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| RENTS-STORES/OFFICES | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| GROSS POSSIBLE RENTS | ( 6) | 99.1% | 8.19 | ( 8) | 99.0% | 7.19 | ( 3) | 99.6% | 9.97 | ( 3) | 98.6% | 6.25 |
| VACANCIES/RENT LOSS | ( 3) | .5 | .05 | ( 5) | 1.5 | .07 | ( 3) | 1.3 | .06 | ( 3) | 8.3 | .54 |
| TOTAL RENTS COLLECTED | ( 6) | 99.1 | 8.19 | ( 8) | 98.5 | 7.19 | ( 3) | 98.1 | 9.92 | ( 3) | 87.5 | 5.74 |
| OTHER INCOME | ( 6) | 1.0 | .08 | ( 8) | 1.5 | .11 | ( 3) | .4 | .04 | ( 3) | 1.4 | .10 |
| GROSS POSSIBLE INCOME | ( 6) | 100.0% | 8.26 | ( 8) | 100.0% | 7.25 | ( 3) | 100.0% | 10.01 | ( 3) | 100.0% | 6.53 |
| TOTAL COLLECTIONS | ( 6) | 100.0 | 8.26 | ( 8) | 99.9 | 7.25 | ( 3) | 98.7 | 9.96 | ( 3) | 91.7 | 5.90 |
| EXPENSES | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 6) | 5.8 | .44 | ( 8) | 5.4 | .37 | ( 3) | 5.5 | .55 | ( 3) | 5.4 | .32 |
| OTHER ADMINISTRTVE.** | ( 6) | 7.5 | .69 | ( 8) | 8.4 | .66 | ( 3) | 4.3 | .46 | ( 3) | 9.3 | .61 |
| SUBTOTAL ADMINIST. | ( 6) | 12.8% | 1.06 | ( 8) | 13.3% | 1.05 | ( 3) | 9.8% | .98 | ( 3) | 14.8% | .99 |
| SUPPLIES | ( 6) | .1 | .00 | ( 8) | .1 | .00 | ( 3) | .6 | .06 | ( 3) | 1.8 | .11 |
| HEATING FUEL-CA ONLY* | ( 4) | .2 | .02 | ( 6) | .2 | .01 | ( 1) | .7 | .03 | ( 1) | 1.5 | .10 |
| CA & APTS.* | ( ) | | | ( ) | | | ( 2) | 3.7 | .37 | ( 2) | 9.8 | .58 |
| ELECTRICITY--CA ONLY* | ( 5) | 1.0 | .08 | ( 7) | 1.1 | .08 | ( 1) | 2.2 | .10 | ( 1) | 4.8 | .31 |
| CA & APTS.* | ( ) | | | ( ) | | | ( 2) | 7.8 | .79 | ( 2) | 15.9 | 1.06 |
| WATER/SEWER--CA ONLY* | ( 1) | .9 | .06 | ( 1) | .9 | .06 | ( ) | | | ( ) | | |
| CA & APTS.* | ( 5) | 3.2 | .23 | ( 7) | 3.8 | .27 | ( 3) | 1.0 | .12 | ( 3) | 2.5 | .15 |
| GAS----------CA ONLY* | ( 2) | .2 | .02 | ( 4) | .2 | .01 | ( ) | | | ( ) | | |
| CA & APTS.* | ( ) | | | ( ) | | | ( 3) | .8 | .08 | ( 2) | 1.1 | .07 |
| BUILDING SERVICES | ( 5) | 1.6 | .12 | ( 5) | 1.6 | .12 | ( 3) | .6 | .04 | ( 3) | 1.5 | .10 |
| OTHER OPERATING | ( 3) | .1 | .00 | ( 5) | 2.2 | .19 | ( 2) | .2 | .03 | ( 2) | 1.7 | .11 |
| SUBTOTAL OPERATING | ( 6) | 6.9% | .48 | ( 8) | 7.7% | .49 | ( 3) | 11.7% | 1.38 | ( 3) | 26.8% | 1.79 |
| SECURITY** | ( 2) | .7 | .04 | ( 2) | .7 | .04 | ( ) | | | ( 3) | .9 | .06 |
| GROUNDS MAINTENANCE** | ( 6) | 1.2 | .10 | ( 8) | 1.5 | .08 | ( 3) | 2.2 | .14 | ( 3) | 2.7 | .17 |
| MAINTENANCE-REPAIRS | ( 6) | 2.4 | .17 | ( 8) | 2.4 | .17 | ( 3) | 1.5 | .15 | ( 3) | 3.7 | .24 |
| PAINTING/DECORATING** | ( 6) | .4 | .03 | ( 8) | .8 | .07 | ( 3) | 2.5 | .18 | ( 3) | .5 | .04 |
| SUBTOTAL MAINTENANCE | ( 6) | 3.9% | .33 | ( 8) | 7.0% | .33 | ( 3) | 6.2% | .47 | ( 3) | 6.5% | .43 |
| REAL ESTATE TAXES | ( 6) | 7.8 | .58 | ( 8) | 8.0 | .56 | ( 3) | 6.7 | .55 | ( 3) | 4.4 | .28 |
| OTHER TAX/FEE/PERMIT | ( 6) | .1 | .01 | ( 8) | .2 | .02 | ( 3) | .7 | .08 | ( 2) | 1.0 | .06 |
| INSURANCE | ( 6) | 3.2 | .24 | ( 8) | 4.1 | .21 | ( 3) | 4.8 | .30 | ( 3) | 8.6 | .56 |
| SUBTOTAL TAX-INSURNCE | ( 6) | 9.0% | .80 | ( 8) | 12.2% | .80 | ( 3) | 13.3% | .92 | ( 3) | 13.9% | .85 |
| RECREATNL/AMENITIES** | ( 1) | 1.1 | .07 | ( 1) | 1.1 | .07 | ( 2) | .3 | .04 | ( 1) | .1 | .01 |
| OTHER PAYROLL** | ( 5) | 2.1 | .17 | ( 7) | 3.1 | .21 | ( 3) | .8 | .10 | ( 2) | 4.5 | .50 |
| TOTAL ALL EXPENSES | ( 6) | 37.0% | 2.84 | ( 8) | 40.5% | 2.69 | ( 3) | 44.3% | 3.99 | ( 3) | 68.6% | 4.57 |
| NET OPERATING INCOME | ( 6) | 67.2% | 5.63 | ( 8) | 62.9% | 4.70 | ( 3) | 55.2% | 5.52 | ( 3) | 29.1% | 1.27 |
| PAYROLL RECAP** | ( 6) | 7.7 | .51 | ( 8) | 7.7 | .45 | ( 3) | 6.0 | .60 | ( 3) | 9.2 | .55 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

**SELECTED METROPOLITAN AREAS**
**U.S.A.**

**MEDIAN INCOME AND OPERATING COSTS**

**BY BUILDING TYPE AND SUBSIDY TYPE**

| | TULSA, OK<br>GARDEN BUILDINGS<br>ALL FAMILY/NONELDERLY | | | WASHINGTON, DC<br>ELEVATOR BUILDINGS<br>SECTION 236 | | | WASHINGTON, DC<br>LOW RISE BUILDINGS | | | WASHINGTON, DC<br>GARDEN BUILDINGS<br>SECTION 236 | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | 3 BLGS. 264 APTS.<br>219,244 SQ.FT. | | | 3 BLGS. 794 APTS.<br>268,680 SQ.FT. | | | 3 BLGS. 127 APTS.<br>71,980 SQ.FT. | | | 7 BLGS. 1,813 APTS.<br>1,429,737 SQ.FT. | | |
| | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED |
| INCOME | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 3) | 97.1% | 5.19 | ( 3) | 97.8% | 7.48 | ( 3) | 98.9% | 6.64 | ( 7) | 96.3% | 5.45 |
| RENTS-GARAGE/PARKING | ( ) | | | ( ) | | | ( ) | | | ( 1) | .2 | .02 |
| RENTS-STORES/OFFICES | ( ) | | | ( 1) | .7 | .06 | ( ) | | | ( 2) | .4 | .02 |
| GROSS POSSIBLE RENTS | ( 3) | 97.1% | 5.19 | ( 3) | 97.8% | 7.54 | ( 3) | 98.9% | 6.64 | ( 7) | 96.4% | 5.45 |
| VACANCIES/RENT LOSS | ( 3) | 1.8 | .10 | ( 2) | 1.7 | .13 | ( 3) | .8 | .05 | ( 7) | 1.3 | .06 |
| TOTAL RENTS COLLECTED | ( 3) | 95.3 | 5.10 | ( 2) | 97.7 | 7.41 | ( 3) | 98.8 | 6.59 | ( 7) | 95.2 | 5.33 |
| OTHER INCOME | ( 3) | 2.9 | .15 | ( 3) | 2.2 | .18 | ( 3) | 1.1 | .09 | ( 7) | 3.6 | .22 |
| GROSS POSSIBLE INCOME | ( 3) | 100.0% | 5.35 | ( 3) | 100.0% | 7.71 | ( 3) | 100.0% | 6.74 | ( 7) | 100.0% | 5.74 |
| TOTAL COLLECTIONS | ( 3) | 98.2 | 5.25 | ( 3) | 98.3 | 7.58 | ( 3) | 99.2 | 6.68 | ( 7) | 98.7 | 5.62 |
| EXPENSES | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 3) | 6.1 | .30 | ( 3) | 6.5 | .48 | ( 3) | 3.6 | .40 | ( 7) | 6.0 | .34 |
| OTHER ADMINISTRTVE.** | ( 3) | 15.8 | .77 | ( 3) | 10.4 | 1.14 | ( 3) | 1.5 | .10 | ( 7) | 12.9 | .74 |
| SUBTOTAL ADMINIST. | ( 3) | 21.9% | 1.04 | ( 3) | 17.0% | 1.62 | ( 3) | 5.6% | .50 | ( 7) | 18.9% | 1.05 |
| SUPPLIES | ( 3) | 1.1 | .06 | ( 2) | .3 | .02 | ( 2) | .4 | .03 | ( 6) | .7 | .04 |
| HEATING FUEL-CA ONLY* | ( 1) | .1 | .01 | ( 1) | 8.7 | | ( 1) | .8 | .10 | ( ) | | |
| CA & APTS.* | ( 2) | 3.5 | .19 | ( 2) | 6.4 | .49 | ( 2) | 18.0 | .87 | ( 5) | 9.8 | .56 |
| ELECTRICITY--CA ONLY* | ( 1) | 2.4 | .17 | ( ) | | | ( 2) | 2.5 | .31 | ( 2) | 3.7 | .19 |
| CA & APTS.* | ( 1) | 15.2 | .82 | ( 2) | 15.1 | 1.08 | ( 1) | 10.6 | .45 | ( 5) | 12.6 | .74 |
| WATER/SEWER--CA ONLY* | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| CA & APTS.* | ( 3) | 2.2 | .16 | ( 3) | 3.7 | .46 | ( 3) | 8.8 | .40 | ( 7) | 7.2 | .37 |
| GAS----------CA ONLY* | ( 1) | .1 | .01 | ( 1) | 1.6 | | ( 1) | .3 | .03 | ( 1) | .1 | .00 |
| CA & APTS.* | ( 2) | 4.2 | .23 | ( 1) | 1.0 | .08 | ( 1) | 3.0 | .13 | ( 5) | 2.5 | .15 |
| BUILDING SERVICES | ( 3) | 2.4 | .09 | ( 3) | 1.4 | .10 | ( 3) | 1.7 | .11 | ( 7) | 1.7 | .08 |
| OTHER OPERATING | ( 2) | .5 | .03 | ( ) | | | ( 3) | 2.2 | .15 | ( 2) | .0 | .00 |
| SUBTOTAL OPERATING | ( 3) | 11.0% | .57 | ( 3) | 24.2% | 2.15 | ( 3) | 26.8% | 1.81 | ( 7) | 33.0% | 1.76 |
| SECURITY** | ( 1) | .6 | .05 | ( 3) | .1 | .27 | ( ) | | | ( 1) | 2.2 | .15 |
| GROUNDS MAINTENANCE** | ( 3) | 1.2 | .06 | ( 3) | 2.9 | .31 | ( 2) | 3.3 | .25 | ( 6) | 5.0 | .25 |
| MAINTENANCE-REPAIRS | ( 3) | 3.8 | .18 | ( 3) | 7.1 | .57 | ( 3) | 3.0 | .20 | ( 7) | 7.6 | .44 |
| PAINTING/DECORATING** | ( 3) | .9 | .04 | ( 3) | 2.4 | .20 | ( 2) | .4 | .03 | ( 7) | 1.4 | .08 |
| SUBTOTAL MAINTENANCE | ( 3) | 6.2% | .45 | ( 3) | 11.6% | 1.27 | ( 3) | 3.4% | .40 | ( 7) | 13.4% | .72 |
| REAL ESTATE TAXES | ( 3) | 4.3 | .23 | ( 2) | 6.8 | .63 | ( 3) | 6.1 | .41 | ( 7) | 6.8 | .33 |
| OTHER TAX/FEE/PERMIT | ( 1) | .4 | .03 | ( 3) | .6 | .04 | ( 3) | .9 | .06 | ( 7) | .2 | .01 |
| INSURANCE | ( 3) | 3.5 | .18 | ( 3) | 3.8 | .29 | ( 3) | 2.6 | .18 | ( 7) | 3.1 | .16 |
| SUBTOTAL TAX-INSURNCE | ( 3) | 9.8% | .35 | ( 3) | 8.2% | .92 | ( 3) | 9.6% | .65 | ( 7) | 9.5% | .51 |
| RECREATNL/AMENITIES** | ( 1) | .4 | .03 | ( 2) | 1.3 | .10 | ( ) | | | ( 2) | .8 | .05 |
| OTHER PAYROLL** | ( 3) | 9.4 | .50 | ( 3) | 4.6 | .55 | ( 3) | 3.0 | .36 | ( 7) | 8.4 | .46 |
| TOTAL ALL EXPENSES | ( 3) | 69.5% | 3.15 | ( 3) | 71.3% | 6.33 | ( 3) | 65.6% | 3.53 | ( 7) | 78.9% | 4.53 |
| NET OPERATING INCOME | ( 3) | 23.2% | 1.07 | ( 3) | 28.6% | 2.04 | ( 3) | 33.5% | 2.26 | ( 7) | 18.9% | 1.03 |
| PAYROLL RECAP** | ( 3) | 14.0 | .75 | ( 2) | 15.8 | 1.22 | ( 2) | 18.3 | 1.23 | ( 6) | 14.4 | .91 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

WASHINGTON, DC
GARDEN BUILDINGS
SECT. 8 - FAMILY
11 BUILDINGS 1,777 APARTMENTS
1,507,621 RENTABLE SQUARE FEET

WASHINGTON, DC
GARDEN BUILDINGS
ALL FAMILY/NONELDERLY
23 BUILDINGS 4,469 APARTMENTS
3,842,838 RENTABLE SQUARE FEET

| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | MED | LOW | HIGH | MED | LOW | HIGH | | MED | LOW | HIGH | MED | LOW | HIGH |
| INCOME | | | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 11) | 98.4% | 97.9% | 98.7% | 8.89 | 6.24 | 9.13 | ( 23) | 97.9% | 96.3% | 98.4% | 6.24 | 5.12 | 7.31 |
| RENTS-GARAGE/PARKING | ( ) | | | | | | | ( 1) | .2 | | | .02 | | |
| RENTS-STORES/OFFICES | ( ) | | | | | | | ( 2) | .4 | | | .02 | | |
| GROSS POSSIBLE RENTS | ( 11) | 98.4% | 97.9% | 98.7% | 8.89 | 6.24 | 9.13 | ( 23) | 97.9% | 96.4% | 98.4% | 6.24 | 5.12 | 7.31 |
| VACANCIES/RENT LOSS | ( 10) | 1.8 | | | .22 | | | ( 22) | 1.5 | .9 | 2.1 | .10 | .06 | .22 |
| TOTAL RENTS COLLECTED | ( 11) | 96.7 | 95.5 | 97.3 | 8.81 | 5.96 | 8.97 | ( 23) | 96.3 | 94.2 | 96.7 | 5.96 | 4.78 | 7.28 |
| OTHER INCOME | ( 11) | 1.6 | .9 | 1.7 | .14 | .09 | .15 | ( 23) | 2.1 | 1.6 | 3.3 | .14 | .10 | .20 |
| GROSS POSSIBLE INCOME | ( 11) | 100.0% | 100.0% | 100.0% | 9.15 | 6.38 | 9.33 | ( 23) | 100.0% | 100.0% | 100.0% | 6.36 | 5.20 | 7.36 |
| TOTAL COLLECTIONS | ( 11) | 98.3 | 97.6 | 98.7 | 9.07 | 6.10 | 9.12 | ( 23) | 98.5 | 97.9 | 99.1 | 6.10 | 5.05 | 7.34 |
| EXPENSES | | | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 11) | 6.4 | 4.7 | 6.5 | .58 | .30 | .59 | ( 23) | 6.0 | 5.3 | 6.5 | .37 | .29 | .47 |
| OTHER ADMINISTRTVE.** | ( 11) | 7.7 | 2.4 | 8.2 | .43 | .29 | .77 | ( 23) | 9.4 | 4.7 | 12.9 | .58 | .29 | .77 |
| SUBTOTAL ADMINIST. | ( 11) | 12.0% | 9.4% | 13.4% | 1.08 | .80 | 1.15 | ( 23) | 14.7% | 9.5% | 18.9% | 1.05 | .80 | 1.13 |
| SUPPLIES | ( 11) | .7 | .3 | .9 | .07 | .02 | .11 | ( 22) | .7 | .5 | 1.1 | .07 | .03 | .08 |
| HEATING FUEL-CA ONLY* | ( ) | | | | | | | ( 1) | .3 | | | .01 | | |
| CA & APTS.* | ( 2) | 12.4 | | | .69 | | | ( 11) | 9.8 | 7.4 | 10.7 | .56 | .45 | .68 |
| ELECTRICITY--CA ONLY* | ( 10) | 2.0 | | | .19 | | | ( 15) | 1.8 | 1.3 | 2.2 | .14 | .07 | .19 |
| CA & APTS.* | ( ) | | | | | | | ( 7) | 12.1 | | | .73 | | |
| WATER/SEWER--CA ONLY* | ( 1) | 12.2 | | | .63 | | | ( 1) | 12.2 | | | .63 | | |
| CA & APTS.* | ( 10) | 4.8 | | | .47 | | | ( 22) | 6.1 | 4.6 | 7.2 | .41 | .32 | .47 |
| GAS----------CA ONLY* | ( 4) | .1 | | | .01 | | | ( 6) | .1 | | | .01 | | |
| CA & APTS.* | ( 2) | 6.6 | | | .34 | | | ( 11) | 2.7 | 1.7 | 3.9 | .17 | .11 | .23 |
| BUILDING SERVICES | ( 5) | 1.2 | | | .10 | | | ( 15) | 1.4 | 1.1 | 1.7 | .09 | .07 | .10 |
| OTHER OPERATING | ( 4) | 1.9 | | | .11 | | | ( 11) | .2 | .0 | .5 | .01 | .00 | .03 |
| SUBTOTAL OPERATING | ( 11) | 8.7% | 7.6% | 9.0% | .83 | .56 | .90 | ( 23) | 18.7% | 8.7% | 32.2% | .90 | .74 | 1.77 |
| SECURITY** | ( 4) | .2 | | | .02 | | | ( 6) | .2 | | | .02 | | |
| GROUNDS MAINTENANCE** | ( 10) | 2.4 | | | .22 | | | ( 19) | 2.5 | 1.8 | 3.4 | .22 | .13 | .25 |
| MAINTENANCE-REPAIRS | ( 11) | 3.0 | 2.0 | 3.8 | .27 | .21 | .31 | ( 23) | 6.8 | 3.0 | 8.1 | .35 | .24 | .51 |
| PAINTING/DECORATING** | ( 11) | .5 | .3 | 1.0 | .05 | .03 | .10 | ( 23) | 1.0 | .5 | 1.4 | .07 | .04 | .09 |
| SUBTOTAL MAINTENANCE | ( 11) | 6.8% | 5.0% | 9.3% | .56 | .51 | .64 | ( 23) | 9.4% | 6.6% | 12.6% | .64 | .51 | .78 |
| REAL ESTATE TAXES | ( 11) | 3.9 | 3.5 | 4.5 | .36 | .22 | .44 | ( 21) | 4.6 | 3.9 | 5.7 | .35 | .30 | .43 |
| OTHER TAX/FEE/PERMIT | ( 11) | .7 | .2 | 1.2 | .05 | .02 | .06 | ( 22) | .4 | .2 | 1.2 | .02 | .01 | .06 |
| INSURANCE | ( 11) | 3.1 | 2.4 | 4.0 | .29 | .18 | .31 | ( 22) | 2.7 | 2.0 | 3.7 | .18 | .13 | .29 |
| SUBTOTAL TAX-INSURNCE | ( 11) | 9.1% | 6.7% | 9.4% | .67 | .56 | .74 | ( 23) | 8.2% | 6.5% | 9.4% | .55 | .44 | .67 |
| RECREATNL/AMENITIES** | ( 1) | .9 | | | .10 | | | ( 4) | .8 | | | .05 | | |
| OTHER PAYROLL** | ( 5) | 4.4 | | | .50 | | | ( 15) | 7.6 | 4.4 | 8.4 | .46 | .24 | .52 |
| TOTAL ALL EXPENSES | ( 11) | 40.6% | 31.9% | 50.1% | 3.53 | 2.92 | 3.69 | ( 23) | 53.0% | 40.6% | 77.2% | 3.57 | 2.99 | 4.67 |
| NET OPERATING INCOME | ( 11) | 58.2% | 45.3% | 63.4% | 4.39 | 3.51 | 6.14 | ( 23) | 42.4% | 18.6% | 54.9% | 2.24 | 1.03 | 4.20 |
| PAYROLL RECAP** | ( 10) | 8.1 | | | .56 | | | ( 21) | 9.6 | 8.1 | 13.6 | .62 | .45 | .94 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

SELECTED METROPOLITAN AREAS
U.S.A.

## MEDIAN INCOME AND OPERATING COSTS

BY BUILDING TYPE AND
SUBSIDY TYPE

| | WATERBURY, CT | | | WATERBURY, CT | | | WICHITA, KS | | | WICHITA, KS | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | GARDEN BUILDINGS<br>SECTION 236 | | | GARDEN BUILDINGS | | | ELEVATOR BUILDINGS<br>SECT. 8 - ELDERLY/HAND. | | | GARDEN BUILDINGS<br>SECT. 8 - ELDERLY/HAND. | | |
| | 4 BLGS. 634 APTS.<br>646,004 SQ.FT. | | | 7 BLGS. 898 APTS.<br>902,412 SQ.FT. | | | 7 BLGS. 586 APTS.<br>310,608 SQ.FT. | | | 4 BLGS. 471 APTS.<br>366,582 SQ.FT. | | |
| | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED | BLDGS. | % GPTI MED | $/SQFT MED |
| INCOME | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 4) | 99.5% | 3.97 | ( 7) | 99.5% | 4.16 | ( 7) | 99.1% | 9.57 | ( 4) | 99.4% | 7.16 |
| RENTS-GARAGE/PARKING | ( ) | | | ( ) | | | ( ) | | | ( 1) | 2.8 | .13 |
| RENTS-STORES/OFFICES | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| GROSS POSSIBLE RENTS | ( 4) | 99.5% | 3.97 | ( 7) | 99.5% | 4.16 | ( 7) | 99.1% | 9.57 | ( 4) | 99.4% | 7.16 |
| VACANCIES/RENT LOSS | ( 4) | .9 | .04 | ( 7) | .9 | .04 | ( 7) | .0 | .00 | ( 4) | 9.1 | .71 |
| TOTAL RENTS COLLECTED | ( 4) | 98.9 | 3.96 | ( 7) | 98.6 | 4.15 | ( 7) | 99.0 | 9.57 | ( 4) | 99.4 | 7.14 |
| OTHER INCOME | ( 4) | .7 | .03 | ( 7) | .5 | .03 | ( 7) | .9 | .09 | ( 4) | 1.9 | .11 |
| GROSS POSSIBLE INCOME | ( 4) | 100.0% | 3.99 | ( 7) | 100.0% | 4.18 | ( 7) | 100.0% | 9.66 | ( 4) | 100.0% | 7.20 |
| TOTAL COLLECTIONS | ( 4) | 99.4 | 3.98 | ( 7) | 99.1 | 4.17 | ( 7) | 100.0 | 9.66 | ( 4) | 100.0 | 7.20 |
| EXPENSES | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 4) | 4.8 | .19 | ( 7) | 4.7 | .20 | ( 7) | 5.1 | .49 | ( 3) | 5.1 | .35 |
| OTHER ADMINISTRTVE.** | ( 4) | 8.6 | .31 | ( 7) | 7.3 | .31 | ( 7) | 5.6 | .54 | ( 4) | 6.6 | .45 |
| SUBTOTAL ADMINIST. | ( 4) | 13.3% | .48 | ( 7) | 12.1% | .50 | ( 7) | 10.8% | 1.05 | ( 4) | 11.3% | .81 |
| SUPPLIES | ( 4) | .1 | .01 | ( 7) | .1 | .01 | ( 7) | .6 | .06 | ( 4) | 1.6 | .12 |
| HEATING FUEL-CA ONLY* | ( ) | | | ( ) | | | ( 2) | .6 | .04 | ( 4) | .8 | .04 |
| CA & APTS.* | ( 4) | 19.9 | .75 | ( 7) | 10.5 | .46 | ( 5) | 1.7 | .17 | ( ) | | |
| ELECTRICITY--CA ONLY* | ( 4) | 1.7 | .07 | ( 6) | 1.7 | .07 | ( 2) | 5.3 | .43 | ( 4) | 1.8 | .12 |
| CA & APTS.* | ( ) | | | ( 1) | 5.7 | .56 | ( 5) | 10.8 | 1.02 | ( ) | | |
| WATER/SEWER--CA ONLY* | ( ) | | | ( ) | | | ( ) | | | ( ) | | |
| CA & APTS.* | ( 4) | 4.7 | .19 | ( 7) | 4.1 | .15 | ( 7) | .9 | .07 | ( 4) | 1.8 | .13 |
| GAS----------CA ONLY* | ( ) | | | ( ) | | | ( 1) | .5 | .04 | ( 2) | .1 | .01 |
| CA & APTS.* | ( 2) | 3.6 | .16 | ( 2) | 3.6 | .16 | ( 5) | .6 | .06 | ( ) | | |
| BUILDING SERVICES | ( 4) | 2.4 | .09 | ( 7) | 1.9 | .09 | ( 7) | 1.8 | .16 | ( 4) | 1.4 | .10 |
| OTHER OPERATING | ( 4) | 3.2 | .14 | ( 7) | 3.1 | .14 | ( 7) | .1 | .01 | ( 2) | .4 | .03 |
| SUBTOTAL OPERATING | ( 4) | 33.2% | 1.25 | ( 7) | 22.0% | .99 | ( 7) | 15.9% | 1.52 | ( 4) | 8.1% | .65 |
| SECURITY** | ( 4) | .2 | .01 | ( 7) | .1 | .01 | ( 5) | .3 | .03 | ( 3) | .4 | .03 |
| GROUNDS MAINTENANCE** | ( 4) | .2 | .01 | ( 7) | .1 | .01 | ( 7) | 1.2 | .11 | ( 4) | 1.3 | .09 |
| MAINTENANCE-REPAIRS | ( 4) | 3.4 | .15 | ( 7) | 2.9 | .12 | ( 7) | 2.3 | .21 | ( 4) | 4.7 | .28 |
| PAINTING/DECORATING** | ( 4) | .4 | .01 | ( 7) | .3 | .01 | ( 7) | .3 | .03 | ( 4) | .7 | .05 |
| SUBTOTAL MAINTENANCE | ( 4) | 4.8% | .20 | ( 7) | 3.5% | .14 | ( 7) | 4.2% | .41 | ( 4) | 7.0% | .50 |
| REAL ESTATE TAXES | ( 4) | 17.7 | .65 | ( 7) | 14.9 | .65 | ( 7) | 6.6 | .60 | ( 4) | 9.8 | .71 |
| OTHER TAX/FEE/PERMIT | ( ) | | | ( ) | | | ( 7) | .2 | .01 | ( 3) | .5 | .02 |
| INSURANCE | ( 4) | 6.2 | .22 | ( 7) | 6.1 | .25 | ( 7) | .8 | .07 | ( 4) | 2.1 | .14 |
| SUBTOTAL TAX-INSURNCE | ( 4) | 22.8% | .86 | ( 7) | 20.4% | .87 | ( 7) | 7.5% | .69 | ( 4) | 11.7% | .84 |
| RECREATNL/AMENITIES** | ( ) | | | ( ) | | | ( ) | | | ( 1) | .2 | .01 |
| OTHER PAYROLL** | ( 4) | 9.9 | .42 | ( 7) | 8.6 | .34 | ( 7) | 1.9 | .19 | ( 4) | 5.0 | .28 |
| TOTAL ALL EXPENSES | ( 4) | 79.5% | 3.21 | ( 7) | 66.6% | 2.85 | ( 7) | 40.3% | 3.73 | ( 4) | 44.2% | 3.08 |
| NET OPERATING INCOME | ( 4) | 19.9% | .88 | ( 7) | 33.0% | 1.34 | ( 7) | 59.7% | 5.51 | ( 4) | 55.5% | 3.85 |
| PAYROLL RECAP** | ( 4) | 14.4 | .60 | ( 7) | 11.9 | .50 | ( 7) | 5.2 | .51 | ( 4) | 7.3 | .52 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

# REGIONAL REPORTS

REGIONS 1 & 2

ELEVATOR BUILDINGS

85 BUILDINGS 12,694 APARTMENTS
8,351,731 RENTABLE SQUARE FEET

| | BLDGS. | % OF GPTI | | | $/SQ.FT. | | |
|---|---|---|---|---|---|---|---|
| | | MED | LOW | HIGH | MED | LOW | HIGH |
| INCOME | | | | | | | |
| RENTS-APARTMENTS | ( 85) | 99.4% | 96.9% | 99.7% | 9.69 | 7.05 | 11.88 |
| RENTS-GARAGE/PARKING | ( 10) | .8 | | | .06 | | |
| RENTS-STORES/OFFICES | ( 19) | 4.4 | 1.0 | 8.3 | .42 | .09 | .81 |
| GROSS POSSIBLE RENTS | ( 85) | 99.5% | 98.9% | 99.7% | 9.81 | 7.50 | 11.88 |
| VACANCIES/RENT LOSS | ( 73) | .4 | .1 | 1.5 | .04 | .01 | .13 |
| TOTAL RENTS COLLECTED | ( 85) | 98.8 | 97.6 | 99.5 | 9.55 | 7.24 | 11.81 |
| OTHER INCOME | ( 83) | .5 | .3 | 1.1 | .05 | .03 | .09 |
| GROSS POSSIBLE INCOME | ( 85) | 100.0% | 100.0% | 100.0% | 9.89 | 7.66 | 11.91 |
| TOTAL COLLECTIONS | ( 85) | 99.7 | 98.6 | 100.0 | 9.61 | 7.29 | 11.84 |
| EXPENSES | | | | | | | |
| MANAGEMENT FEE | ( 80) | 4.6 | 4.0 | 5.9 | .48 | .39 | .59 |
| OTHER ADMINISTRTVE.** | ( 85) | 6.0 | 3.9 | 8.2 | .53 | .35 | .82 |
| SUBTOTAL ADMINIST. | ( 85) | 11.1% | 8.4% | 12.7% | 1.02 | .81 | 1.27 |
| SUPPLIES | ( 85) | .4 | .3 | .7 | .04 | .02 | .08 |
| HEATING FUEL-CA ONLY* | ( 8) | .9 | | | .09 | | |
| CA & APTS.* | ( 76) | 4.7 | 3.0 | 7.4 | .47 | .30 | .61 |
| ELECTRICITY--CA ONLY* | ( 38) | 2.3 | 1.7 | 3.1 | .25 | .19 | .33 |
| CA & APTS.* | ( 41) | 5.7 | 4.3 | 7.5 | .53 | .42 | .64 |
| WATER/SEWER--CA ONLY* | ( 2) | 1.6 | | | .16 | | |
| CA & APTS.* | ( 83) | 1.1 | .8 | 1.8 | .12 | .09 | .15 |
| GAS----------CA ONLY* | ( 9) | .1 | | | .02 | | |
| CA & APTS.* | ( 55) | .9 | .4 | 1.4 | .08 | .03 | .15 |
| BUILDING SERVICES | ( 81) | .6 | .4 | .9 | .06 | .04 | .09 |
| OTHER OPERATING | ( 51) | .3 | .0 | 1.2 | .03 | .00 | .15 |
| SUBTOTAL OPERATING | ( 85) | 11.8% | 8.2% | 17.3% | 1.22 | .89 | 1.47 |
| SECURITY** | ( 63) | .8 | .1 | 2.4 | .07 | .01 | .26 |
| GROUNDS MAINTENANCE** | ( 83) | .8 | .4 | 1.5 | .08 | .03 | .13 |
| MAINTENANCE-REPAIRS | ( 83) | 4.0 | 2.4 | 6.5 | .42 | .25 | .56 |
| PAINTING/DECORATING** | ( 83) | 1.6 | 1.0 | 2.3 | .15 | .10 | .22 |
| SUBTOTAL MAINTENANCE | ( 85) | 8.6% | 5.6% | 11.9% | .85 | .52 | 1.02 |
| REAL ESTATE TAXES | ( 83) | 7.7 | 5.6 | 10.0 | .77 | .53 | 1.06 |
| OTHER TAX/FEE/PERMIT | ( 33) | .1 | .0 | .7 | .01 | .00 | .05 |
| INSURANCE | ( 85) | 2.5 | 1.8 | 3.5 | .25 | .16 | .34 |
| SUBTOTAL TAX-INSURNCE | ( 85) | 10.5% | 8.4% | 13.5% | 1.05 | .78 | 1.32 |
| RECREATNL/AMENITIES** | ( 26) | .4 | .1 | 1.0 | .04 | .01 | .09 |
| OTHER PAYROLL** | ( 72) | 4.6 | 2.5 | 6.6 | .43 | .22 | .61 |
| TOTAL ALL EXPENSES | ( 85) | 46.2% | 40.0% | 61.6% | 4.67 | 3.86 | 5.50 |
| NET OPERATING INCOME | ( 85) | 52.3% | 38.4% | 60.1% | 5.42 | 2.71 | 7.00 |
| PAYROLL RECAP** | ( 75) | 7.6 | 6.7 | 9.7 | .82 | .60 | .97 |

REGIONS 1 & 2

ELEVATOR BUILDINGS
SECT. 8 - ELDERLY/HAND.

55 BUILDINGS 7,101 APARTMENTS
4,852,977 RENTABLE SQUARE FEET

| | BLDGS. | % OF GPTI | | | $/SQ.FT. | | |
|---|---|---|---|---|---|---|---|
| | | MED | LOW | HIGH | MED | LOW | HIGH |
| INCOME | | | | | | | |
| RENTS-APARTMENTS | ( 55) | 99.6% | 99.3% | 99.8% | 10.79 | 9.12 | 13.21 |
| RENTS-GARAGE/PARKING | (   ) | | | | | | |
| RENTS-STORES/OFFICES | ( 10) | 4.4 | | | .43 | | |
| GROSS POSSIBLE RENTS | ( 55) | 99.7% | 99.5% | 99.8% | 11.06 | 9.12 | 13.21 |
| VACANCIES/RENT LOSS | ( 50) | .3 | .1 | 1.0 | .03 | .01 | .14 |
| TOTAL RENTS COLLECTED | ( 55) | 99.3 | 98.5 | 99.6 | 11.05 | 8.91 | 13.09 |
| OTHER INCOME | ( 53) | .3 | .2 | .5 | .03 | .03 | .06 |
| GROSS POSSIBLE INCOME | ( 55) | 100.0% | 100.0% | 100.0% | 11.11 | 9.12 | 13.24 |
| TOTAL COLLECTIONS | ( 55) | 99.8 | 99.0 | 99.9 | 11.10 | 8.92 | 13.11 |
| EXPENSES | | | | | | | |
| MANAGEMENT FEE | ( 55) | 4.2 | 4.0 | 4.8 | .49 | .42 | .59 |
| OTHER ADMINISTRTVE.** | ( 55) | 5.7 | 3.6 | 7.3 | .59 | .36 | .85 |
| SUBTOTAL ADMINIST. | ( 55) | 10.5% | 8.0% | 11.7% | 1.13 | .84 | 1.30 |
| SUPPLIES | ( 55) | .4 | .3 | .6 | .05 | .03 | .08 |
| HEATING FUEL-CA ONLY* | ( 7) | .6 | | | .05 | | |
| CA & APTS.* | ( 47) | 3.1 | 2.1 | 4.5 | .37 | .25 | .50 |
| ELECTRICITY--CA ONLY* | ( 35) | 2.3 | 1.7 | 3.1 | .25 | .19 | .33 |
| CA & APTS.* | ( 19) | 5.1 | 3.8 | 5.9 | .56 | .43 | .64 |
| WATER/SEWER--CA ONLY* | ( 2) | 1.6 | | | .16 | | |
| CA & APTS.* | ( 53) | 1.0 | .7 | 1.3 | .12 | .09 | .14 |
| GAS----------CA ONLY* | ( 8) | .4 | | | .04 | | |
| CA & APTS.* | ( 31) | .7 | .3 | 1.0 | .08 | .03 | .11 |
| BUILDING SERVICES | ( 55) | .5 | .4 | .8 | .06 | .04 | .09 |
| OTHER OPERATING | ( 32) | .3 | .0 | 1.1 | .03 | .00 | .15 |
| SUBTOTAL OPERATING | ( 55) | 9.1% | 7.4% | 11.5% | 1.03 | .75 | 1.29 |
| SECURITY** | ( 38) | .6 | .0 | 2.7 | .06 | .01 | .31 |
| GROUNDS MAINTENANCE** | ( 55) | .8 | .4 | 1.5 | .08 | .04 | .17 |
| MAINTENANCE-REPAIRS | ( 54) | 3.5 | 2.3 | 5.4 | .42 | .24 | .54 |
| PAINTING/DECORATING** | ( 54) | 1.5 | 1.0 | 2.0 | .16 | .11 | •.22 |
| SUBTOTAL MAINTENANCE | ( 55) | 7.3% | 5.0% | 10.2% | .83 | .52 | 1.02 |
| REAL ESTATE TAXES | ( 54) | 7.7 | 5.6 | 9.6 | .82 | .64 | 1.07 |
| OTHER TAX/FEE/PERMIT | ( 20) | .0 | .0 | .2 | .00 | .00 | .02 |
| INSURANCE | ( 55) | 2.2 | 1.4 | 2.6 | .24 | .15 | .35 |
| SUBTOTAL TAX-INSURNCE | ( 55) | 10.0% | 7.5% | 12.6% | 1.05 | .93 | 1.34 |
| RECREATNL/AMENITIES** | ( 19) | .4 | .1 | .7 | .04 | .01 | .08 |
| OTHER PAYROLL** | ( 44) | 3.8 | 2.4 | 5.4 | .40 | .17 | .60 |
| TOTAL ALL EXPENSES | ( 55) | 42.3% | 35.3% | 47.0% | 4.46 | 3.78 | 5.33 |
| NET OPERATING INCOME | ( 55) | 57.4% | 52.2% | 63.9% | 6.41 | 4.91 | 7.59 |
| PAYROLL RECAP** | ( 46) | 7.2 | 5.6 | 8.1 | .82 | .65 | .91 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

REGIONS 1 & 2

ELEVATOR BUILDINGS
SECTION 236

23 BUILDINGS 4,923 APARTMENTS
3,098,637 RENTABLE SQUARE FEET

REGIONS 1 & 2

ELEVATOR BUILDINGS
ALL ELDERLY/HANDICAPPED

58 BUILDINGS 7,410 APARTMENTS
5,022,148 RENTABLE SQUARE FEET

| | SECTION 236 | | | | | | | ALL ELDERLY/HANDICAPPED | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
| | | MED | LOW | HIGH | MED | LOW | HIGH | | MED | LOW | HIGH | MED | LOW | HIGH |
| INCOME | | | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 23) | 96.9% | 91.4% | 98.7% | 6.67 | 5.51 | 7.75 | ( 58) | 99.6% | 99.2% | 99.8% | 10.64 | 9.06 | 12.99 |
| RENTS-GARAGE/PARKING | ( 10) | .8 | | | .06 | | | (  ) | | | | | | |
| RENTS-STORES/OFFICES | ( 7) | 7.1 | | | .49 | | | ( 11) | 3.0 | .7 | 7.9 | .32 | .11 | .55 |
| GROSS POSSIBLE RENTS | ( 23) | 98.7% | 97.2% | 99.1% | 7.18 | 5.70 | 7.83 | ( 58) | 99.7% | 99.5% | 99.8% | 10.79 | 9.06 | 12.99 |
| VACANCIES/RENT LOSS | ( 20) | 1.7 | .3 | 1.8 | .08 | .02 | .12 | ( 51) | .2 | .1 | 1.0 | .03 | .01 | .14 |
| TOTAL RENTS COLLECTED | ( 23) | 97.6 | 95.5 | 98.6 | 7.05 | 5.59 | 7.74 | ( 58) | 99.3 | 98.4 | 99.6 | 10.69 | 8.88 | 12.81 |
| OTHER INCOME | ( 23) | 1.3 | .8 | 2.1 | .09 | .05 | .16 | ( 56) | .3 | .2 | .5 | .03 | .03 | .06 |
| GROSS POSSIBLE INCOME | ( 23) | 100.0% | 100.0% | 100.0% | 7.27 | 5.86 | 7.96 | ( 58) | 100.0% | 100.0% | 100.0% | 10.81 | 9.12 | 13.02 |
| TOTAL COLLECTIONS | ( 23) | 98.7 | 98.2 | 99.9 | 7.15 | 5.79 | 7.80 | ( 58) | 99.8 | 99.0 | 100.0 | 10.70 | 8.91 | 12.87 |
| EXPENSES | | | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 22) | 6.2 | 5.6 | 8.4 | .46 | .31 | .59 | ( 55) | 4.2 | 4.0 | 4.8 | .49 | .42 | .59 |
| OTHER ADMINISTRTVE.** | ( 23) | 5.5 | 4.0 | 9.3 | .45 | .24 | .59 | ( 58) | 6.2 | 3.6 | 7.7 | .59 | .38 | .85 |
| SUBTOTAL ADMINIST. | ( 23) | 12.0% | 10.2% | 15.1% | .92 | .57 | 1.00 | ( 58) | 10.5% | 8.0% | 11.8% | 1.09 | .84 | 1.29 |
| SUPPLIES | ( 23) | .6 | .4 | 1.1 | .05 | .02 | .08 | ( 58) | .4 | .3 | .6 | .04 | .02 | .07 |
| HEATING FUEL-CA ONLY* | ( 1) | 1.4 | | | .09 | | | ( 7) | .6 | | | .05 | | |
| CA & APTS.* | ( 22) | 11.3 | 6.9 | 18.8 | .61 | .56 | 1.03 | ( 50) | 3.4 | 2.1 | 4.7 | .37 | .26 | .51 |
| ELECTRICITY--CA ONLY* | ( 3) | 2.9 | | | .24 | | | ( 35) | 2.3 | 1.7 | 3.1 | .25 | .19 | .33 |
| CA & APTS.* | ( 16) | 7.5 | 6.5 | 10.3 | .54 | .42 | .60 | ( 21) | 5.3 | 4.1 | 6.3 | .57 | .43 | .65 |
| WATER/SEWER--CA ONLY* | (  ) | | | | | | | ( 2) | 1.6 | | | .16 | | |
| CA & APTS.* | ( 23) | 2.3 | 1.7 | 3.2 | .15 | .11 | .20 | ( 56) | 1.0 | .7 | 1.4 | .11 | .09 | .14 |
| GAS----------CA ONLY* | ( 1) | .1 | | | .01 | | | ( 8) | .4 | | | .04 | | |
| CA & APTS.* | ( 18) | 2.4 | .9 | 3.1 | .10 | .05 | .21 | ( 34) | .8 | .3 | 1.1 | .08 | .03 | .12 |
| BUILDING SERVICES | ( 21) | .9 | .7 | 1.8 | .07 | .05 | .09 | ( 57) | .5 | .4 | .8 | .06 | .04 | .08 |
| OTHER OPERATING | ( 14) | .8 | .3 | 1.2 | .06 | .01 | .08 | ( 34) | .1 | .0 | 1.1 | .01 | .00 | .15 |
| SUBTOTAL OPERATING | ( 23) | 26.2% | 19.2% | 29.8% | 1.74 | 1.30 | 1.88 | ( 58) | 9.3% | 7.5% | 13.4% | 1.03 | .76 | 1.30 |
| SECURITY** | ( 20) | 1.7 | .5 | 2.4 | .07 | .01 | .18 | ( 41) | .6 | .1 | 2.7 | .07 | .01 | .31 |
| GROUNDS MAINTENANCE** | ( 21) | .8 | .3 | 1.2 | .05 | .02 | .09 | ( 58) | .8 | .4 | 1.5 | .08 | .04 | .16 |
| MAINTENANCE-REPAIRS | ( 22) | 6.8 | 3.6 | 8.7 | .43 | .21 | .56 | ( 57) | 3.5 | 2.3 | 5.4 | .42 | .25 | .54 |
| PAINTING/DECORATING** | ( 23) | 2.1 | 1.2 | 2.9 | .16 | .10 | .22 | ( 56) | 1.5 | 1.0 | 2.0 | .16 | .11 | .22 |
| SUBTOTAL MAINTENANCE | ( 23) | 12.3% | 6.6% | 15.0% | .92 | .32 | 1.03 | ( 58) | 7.8% | 5.1% | 10.4% | .83 | .54 | 1.02 |
| REAL ESTATE TAXES | ( 23) | 9.0 | 6.4 | 13.0 | .62 | .42 | 1.02 | ( 56) | 7.7 | 5.6 | 9.8 | .85 | .64 | 1.07 |
| OTHER TAX/FEE/PERMIT | ( 8) | .5 | | | .04 | | | ( 23) | .0 | .0 | .2 | .00 | .00 | .02 |
| INSURANCE | ( 23) | 3.7 | 2.6 | 4.2 | .25 | .16 | .31 | ( 58) | 2.2 | 1.5 | 2.6 | .23 | .15 | .35 |
| SUBTOTAL TAX-INSURNCE | ( 23) | 13.0% | 9.8% | 17.1% | .94 | .69 | 1.38 | ( 58) | 10.2% | 7.5% | 12.8% | 1.05 | .93 | 1.34 |
| RECREATNL/AMENITIES** | ( 6) | 1.0 | | | .09 | | | ( 19) | .4 | .1 | .7 | .04 | .01 | .08 |
| OTHER PAYROLL** | ( 22) | 6.0 | 3.0 | 9.3 | .45 | .15 | .57 | ( 47) | 3.8 | 2.4 | 6.0 | .41 | .25 | .65 |
| TOTAL ALL EXPENSES | ( 23) | 72.0% | 61.9% | 75.0% | 4.70 | 4.31 | 5.50 | ( 58) | 43.0% | 36.0% | 47.9% | 4.46 | 3.78 | 5.42 |
| NET OPERATING INCOME | ( 23) | 25.4% | 21.0% | 34.5% | 2.01 | 1.36 | 2.32 | ( 58) | 57.3% | 52.1% | 63.9% | 6.10 | 4.89 | 7.51 |
| PAYROLL RECAP** | ( 22) | 10.0 | 7.4 | 11.5 | .68 | .50 | .89 | ( 49) | 7.3 | 6.6 | 8.6 | .83 | .66 | .93 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix. Copyright © 1987, Institute of Real Estate Management.

**SELECTED REGIONS**
**U.S.A.**

**MEDIAN INCOME AND OPERATING COSTS**

**BY BUILDING TYPE AND SUBSIDY TYPE**

REGIONS 1 & 2 — ELEVATOR BUILDINGS — ALL FAMILY/NONELDERLY — 27 BUILDINGS 5,284 APARTMENTS — 3,329,583 RENTABLE SQUARE FEET

REGIONS 1 & 2 — LOW RISE BUILDINGS — 51 BUILDINGS 5,104 APARTMENTS — 3,943,918 RENTABLE SQUARE FEET

| | REGIONS 1 & 2 ELEVATOR BUILDINGS ALL FAMILY/NONELDERLY | | | | | | | REGIONS 1 & 2 LOW RISE BUILDINGS | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
| | | MED | LOW | HIGH | MED | LOW | HIGH | | MED | LOW | HIGH | MED | LOW | HIGH |
| INCOME | | | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 27) | 96.9% | 91.4% | 98.8% | 6.93 | 5.87 | 8.15 | ( 51) | 99.2% | 97.1% | 99.5% | 8.91 | 6.10 | 11.26 |
| RENTS-GARAGE/PARKING | ( 10) | .8 | | | .06 | | | ( 2) | 2.0 | | | .14 | | |
| RENTS-STORES/OFFICES | ( 8) | 7.1 | | | .42 | | | ( 4) | 1.1 | | | .07 | | |
| GROSS POSSIBLE RENTS | ( 27) | 98.7% | 97.2% | 99.2% | 7.50 | 5.87 | 8.15 | ( 51) | 99.3% | 97.5% | 99.6% | 8.91 | 6.10 | 11.26 |
| VACANCIES/RENT LOSS | ( 22) | 1.7 | .3 | 2.1 | .08 | .03 | .12 | ( 44) | .5 | .1 | 1.4 | .04 | .01 | .10 |
| TOTAL RENTS COLLECTED | ( 27) | 97.6 | 95.4 | 98.7 | 7.24 | 5.77 | 8.15 | ( 51) | 98.5 | 96.3 | 99.3 | 8.89 | 6.01 | 11.23 |
| OTHER INCOME | ( 27) | 1.3 | .7 | 2.8 | .09 | .05 | .17 | ( 48) | .8 | .5 | 2.5 | .08 | .05 | .13 |
| GROSS POSSIBLE INCOME | ( 27) | 100.0% | 100.0% | 100.0% | 7.66 | 6.04 | 8.25 | ( 51) | 100.0% | 100.0% | 100.0% | 9.04 | 6.18 | 11.43 |
| TOTAL COLLECTIONS | ( 27) | 99.3 | 98.2 | 99.9 | 7.37 | 5.94 | 8.24 | ( 51) | 99.7 | 98.9 | 100.0 | 8.95 | 6.05 | 11.43 |
| EXPENSES | | | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 25) | 5.9 | 5.1 | 7.6 | .46 | .32 | .59 | ( 51) | 5.2 | 4.0 | 6.3 | .42 | .33 | .53 |
| OTHER ADMINISTRTVE.** | ( 27) | 5.7 | 4.1 | 9.3 | .47 | .27 | .64 | ( 51) | 5.5 | 3.9 | 8.7 | .45 | .36 | .64 |
| SUBTOTAL ADMINIST. | ( 27) | 12.0% | 10.2% | 15.1% | .93 | .74 | 1.07 | ( 51) | 11.5% | 9.2% | 14.2% | .91 | .69 | 1.15 |
| SUPPLIES | ( 27) | .5 | .3 | 1.1 | .04 | .02 | .08 | ( 48) | .3 | .1 | .6 | .02 | .01 | .05 |
| HEATING FUEL-CA ONLY* | ( 1) | 1.4 | | | .09 | | | ( 11) | .7 | .3 | 2.1 | .04 | .02 | .19 |
| CA & APTS.* | ( 26) | 9.4 | 6.4 | 15.3 | .59 | .55 | .93 | ( 35) | 3.9 | 3.0 | 5.7 | .38 | .30 | .53 |
| ELECTRICITY--CA ONLY* | ( 3) | 2.9 | | | .24 | | | ( 28) | 1.8 | 1.1 | 2.3 | .13 | .04 | .20 |
| CA & APTS.* | ( 20) | 6.9 | 4.7 | 9.1 | .52 | .41 | .56 | ( 21) | 4.6 | 4.0 | 6.5 | .53 | .42 | .58 |
| WATER/SEWER--CA ONLY* | ( ) | | | | | | | ( 3) | .4 | | | .05 | | |
| CA & APTS.* | ( 27) | 2.1 | 1.0 | 3.1 | .14 | .09 | .20 | ( 47) | 1.6 | .9 | 2.6 | .14 | .08 | .19 |
| GAS-----------CA ONLY* | ( 1) | .1 | | | .01 | | | ( 9) | .4 | | | .02 | | |
| CA & APTS.* | ( 21) | 1.8 | .9 | 2.8 | .15 | .05 | .23 | ( 23) | 1.0 | .5 | 1.2 | .09 | .07 | .14 |
| BUILDING SERVICES | ( 24) | .9 | .7 | 1.8 | .07 | .04 | .09 | ( 38) | .9 | .6 | 1.5 | .08 | .05 | .13 |
| OTHER OPERATING | ( 17) | .8 | .3 | 1.5 | .06 | .01 | .13 | ( 33) | .4 | .1 | 1.2 | .04 | .01 | .12 |
| SUBTOTAL OPERATING | ( 27) | 23.8% | 15.7% | 29.6% | 1.65 | 1.28 | 1.88 | ( 51) | 10.4% | 7.2% | 14.5% | 1.06 | .61 | 1.30 |
| SECURITY** | ( 22) | 1.1 | .2 | 2.4 | .07 | .01 | .18 | ( 16) | .3 | .2 | .8 | .02 | .01 | .05 |
| GROUNDS MAINTENANCE** | ( 25) | .8 | .3 | 1.2 | .08 | .02 | .09 | ( 51) | 1.2 | .6 | 1.8 | .11 | .04 | .17 |
| MAINTENANCE-REPAIRS | ( 26) | 6.3 | 3.6 | 7.4 | .49 | .33 | .67 | ( 51) | 3.4 | 2.2 | 5.7 | .34 | .18 | .46 |
| PAINTING/DECORATING** | ( 27) | 1.8 | 1.1 | 2.7 | .13 | .09 | .19 | ( 50) | 1.4 | .4 | 3.1 | .11 | .04 | .22 |
| SUBTOTAL MAINTENANCE | ( 27) | 11.8% | 6.6% | 14.8% | .92 | .52 | 1.03 | ( 51) | 6.6% | 4.6% | 10.4% | .63 | .40 | .83 |
| REAL ESTATE TAXES | ( 27) | 7.8 | 5.8 | 12.8 | .62 | .41 | .98 | ( 49) | 7.3 | 5.8 | 8.8 | .66 | .40 | .91 |
| OTHER TAX/FEE/PERMIT | ( 10) | .3 | | | .02 | | | ( 21) | .2 | .0 | .9 | .02 | .00 | .06 |
| INSURANCE | ( 27) | 3.7 | 2.6 | 4.2 | .28 | .17 | .32 | ( 49) | 2.4 | 1.6 | 3.9 | .19 | .14 | .28 |
| SUBTOTAL TAX-INSURNCE | ( 27) | 11.8% | 9.5% | 16.7% | .94 | .69 | 1.32 | ( 51) | 10.2% | 7.7% | 13.4% | .93 | .51 | 1.12 |
| RECREATNL/AMENITIES** | ( 7) | .1 | | | .01 | | | ( 12) | .8 | .1 | 2.0 | .11 | .01 | .16 |
| OTHER PAYROLL** | ( 25) | 5.7 | 3.0 | 9.3 | .45 | .22 | .59 | ( 37) | 4.2 | 3.0 | 6.3 | .38 | .30 | .48 |
| TOTAL ALL EXPENSES | ( 27) | 69.4% | 60.1% | 74.3% | 4.80 | 4.32 | 5.60 | ( 51) | 41.4% | 35.8% | 55.7% | 3.96 | 2.95 | 4.82 |
| NET OPERATING INCOME | ( 27) | 28.7% | 21.8% | 38.6% | 2.17 | 1.44 | 3.10 | ( 51) | 58.2% | 36.9% | 63.2% | 5.47 | 2.12 | 6.93 |
| PAYROLL RECAP** | ( 26) | 10.3 | 7.4 | 13.1 | .72 | .53 | 1.07 | ( 48) | 7.6 | 5.5 | 10.8 | .66 | .48 | .87 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

| | REGIONS 1 & 2<br>LOW RISE BUILDINGS<br>SECT. 8 - ELDERLY/HAND. | | | | | | | REGIONS 1 & 2<br>LOW RISE BUILDINGS<br>ALL FAMILY/NONELDERLY | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | 28 BUILDINGS 2,624 APARTMENTS<br>1,811,898 RENTABLE SQUARE FEET | | | | | | | 20 BUILDINGS 2,152 APARTMENTS<br>1,901,287 RENTABLE SQUARE FEET | | | | | | |
| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
| INCOME | | MED | LOW | HIGH | MED | LOW | HIGH | | MED | LOW | HIGH | MED | LOW | HIGH |
| RENTS-APARTMENTS | ( 28) | 99.5% | 99.0% | 99.6% | 11.26 | 9.79 | 11.80 | ( 20) | 97.9% | 96.6% | 98.8% | 6.06 | 4.25 | 6.49 |
| RENTS-GARAGE/PARKING | ( ) | | | | | | | ( 1) | 1.1 | | | .08 | | |
| RENTS-STORES/OFFICES | ( ) | | | | | | | ( 3) | 1.1 | | | .07 | | |
| GROSS POSSIBLE RENTS | ( 28) | 99.5% | 99.0% | 99.6% | 11.26 | 9.79 | 11.80 | ( 20) | 98.3% | 97.1% | 99.2% | 6.06 | 4.25 | 6.49 |
| VACANCIES/RENT LOSS | ( 21) | .4 | .1 | 1.0 | .04 | .01 | .10 | ( 20) | .9 | .3 | 2.4 | .04 | .02 | .14 |
| TOTAL RENTS COLLECTED | ( 28) | 99.1 | 98.2 | 99.5 | 11.23 | 9.79 | 11.78 | ( 20) | 96.9 | 94.5 | 98.0 | 5.82 | 4.23 | 6.37 |
| OTHER INCOME | ( 27) | .5 | .4 | 1.0 | .06 | .04 | .10 | ( 18) | 2.1 | 1.2 | 3.4 | .11 | .08 | .14 |
| GROSS POSSIBLE INCOME | ( 28) | 100.0% | 100.0% | 100.0% | 11.43 | 9.81 | 12.39 | ( 20) | 100.0% | 100.0% | 100.0% | 6.09 | 4.41 | 6.62 |
| TOTAL COLLECTIONS | ( 28) | 99.8 | 99.4 | 100.0 | 11.43 | 9.81 | 12.36 | ( 20) | 99.3 | 97.6 | 99.7 | 5.99 | 4.37 | 6.50 |
| EXPENSES | | | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 28) | 4.3 | 4.0 | 5.3 | .51 | .39 | .59 | ( 20) | 6.5 | 5.9 | 7.4 | .35 | .28 | .42 |
| OTHER ADMINISTRIVE.** | ( 28) | 5.1 | 3.9 | 6.0 | .54 | .38 | .73 | ( 20) | 8.7 | 5.0 | 10.2 | .44 | .26 | .54 |
| SUBTOTAL ADMINIST. | ( 28) | 10.2% | 8.7% | 11.6% | 1.10 | .81 | 1.29 | ( 20) | 14.4% | 11.5% | 16.1% | .82 | .66 | .95 |
| SUPPLIES | ( 28) | .3 | .1 | .6 | .03 | .02 | .06 | ( 17) | .3 | .1 | .6 | .01 | .00 | .03 |
| HEATING FUEL-CA ONLY* | ( 3) | 3.6 | | | .35 | | | ( 7) | .5 | | | .03 | | |
| CA & APTS.* | ( 23) | 3.3 | 2.8 | 3.9 | .36 | .30 | .45 | ( 11) | 9.0 | 5.7 | 11.2 | .48 | .39 | .61 |
| ELECTRICITY--CA ONLY* | ( 11) | 1.9 | 1.7 | 2.5 | .20 | .12 | .28 | ( 14) | 1.1 | .5 | 1.8 | .06 | .03 | .12 |
| CA & APTS.* | ( 15) | 4.5 | 3.9 | 4.6 | .54 | .42 | .58 | ( 6) | 8.1 | | | .50 | | |
| WATER/SEWER--CA ONLY* | ( 1) | .4 | | | .05 | | | ( 2) | 10.3 | | | .29 | | |
| CA & APTS.* | ( 27) | 1.1 | .7 | 1.7 | .13 | .07 | .18 | ( 17) | 3.1 | 2.0 | 4.2 | .16 | .12 | .21 |
| GAS-----------CA ONLY* | ( 4) | .1 | | | .01 | | | ( 4) | .8 | | | .04 | | |
| CA & APTS.* | ( 15) | .8 | .5 | 1.1 | .08 | .07 | .10 | ( 7) | 2.5 | | | .16 | | |
| BUILDING SERVICES | ( 20) | .8 | .4 | 1.2 | .10 | .06 | .15 | ( 15) | 1.3 | .8 | 1.5 | .06 | .03 | .11 |
| OTHER OPERATING | ( 19) | .4 | .1 | .5 | .05 | .01 | .07 | ( 14) | 1.0 | .1 | 2.4 | .04 | .01 | .15 |
| SUBTOTAL OPERATING | ( 28) | 10.2% | 7.3% | 11.8% | 1.20 | .67 | 1.35 | ( 20) | 17.7% | 8.9% | 22.2% | .89 | .32 | 1.21 |
| SECURITY** | ( 7) | .2 | | | .02 | | | ( 8) | .4 | | | .03 | | |
| GROUNDS MAINTENANCE** | ( 28) | 1.3 | .6 | 1.7 | .13 | .07 | .18 | ( 20) | 1.3 | .6 | 2.5 | .05 | .02 | .15 |
| MAINTENANCE-REPAIRS | ( 28) | 3.2 | 2.0 | 4.3 | .36 | .22 | .48 | ( 20) | 4.7 | 2.6 | 8.0 | .34 | .15 | .41 |
| PAINTING/DECORATING** | ( 28) | 1.4 | .5 | 2.3 | .17 | .05 | .26 | ( 19) | 1.5 | .4 | 3.2 | .08 | .01 | .21 |
| SUBTOTAL MAINTENANCE | ( 28) | 6.3% | 4.6% | 8.6% | .66 | .40 | .97 | ( 20) | 9.1% | 5.5% | 13.7% | .60 | .40 | .68 |
| REAL ESTATE TAXES | ( 26) | 7.3 | 5.7 | 8.7 | .86 | .66 | 1.03 | ( 20) | 8.3 | 6.2 | 9.8 | .41 | .28 | .63 |
| OTHER TAX/FEE/PERMIT | ( 12) | .1 | .0 | .5 | .01 | .00 | .04 | ( 8) | .9 | | | .06 | | |
| INSURANCE | ( 27) | 1.8 | 1.4 | 2.6 | .21 | .14 | .28 | ( 19) | 3.2 | 1.8 | 4.3 | .17 | .11 | .19 |
| SUBTOTAL TAX-INSURNCE | ( 28) | 9.4% | 7.3% | 11.2% | 1.05 | .90 | 1.21 | ( 20) | 13.4% | 10.2% | 14.9% | .70 | .49 | .91 |
| RECREATNL/AMENITIES** | ( 7) | .1 | | | .01 | | | ( 3) | 2.0 | | | .16 | | |
| OTHER PAYROLL** | ( 20) | 3.2 | 2.9 | 4.7 | .39 | .32 | .45 | ( 14) | 8.9 | 3.4 | 10.0 | .37 | .26 | .60 |
| TOTAL ALL EXPENSES | ( 28) | 38.2% | 35.6% | 44.0% | 4.33 | 3.36 | 5.23 | ( 20) | 62.6% | 41.4% | 74.1% | 3.18 | 2.49 | 3.96 |
| NET OPERATING INCOME | ( 28) | 61.5% | 55.9% | 64.0% | 6.93 | 5.49 | 7.76 | ( 20) | 36.9% | 22.9% | 58.2% | 1.96 | 1.05 | 3.10 |
| PAYROLL RECAP** | ( 26) | 6.6 | 5.4 | 10.1 | .76 | .58 | 1.14 | ( 19) | 7.6 | 5.1 | 12.0 | .48 | .32 | .68 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

REGIONS 1 & 2

GARDEN BUILDINGS

115 BUILDINGS 14,260 APARTMENTS
11,522,173 RENTABLE SQUARE FEET

REGIONS 1 & 2

GARDEN BUILDINGS
SECT. 8 - ELDERLY/HAND.

21 BUILDINGS 1,925 APARTMENTS
1,406,566 RENTABLE SQUARE FEET

| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| INCOME | | MED | LOW | HIGH | MED | LOW | HIGH | | MED | LOW | HIGH | MED | LOW | HIGH |
| RENTS-APARTMENTS | ( 114) | 98.6% | 97.5% | 99.3% | 5.42 | 4.12 | 7.17 | ( 21) | 99.2% | 98.9% | 99.6% | 9.54 | 6.88 | 11.52 |
| RENTS-GARAGE/PARKING | ( 2) | 99.4 | | | 7.40 | | | ( ) | | | | | | |
| RENTS-STORES/OFFICES | ( 2) | .6 | | | .03 | | | ( ) | | | | | | |
| GROSS POSSIBLE RENTS | ( 115) | 98.6% | 97.6% | 99.3% | 5.42 | 4.12 | 7.17 | ( 21) | 99.2% | 98.9% | 99.6% | 9.54 | 6.88 | 11.52 |
| VACANCIES/RENT LOSS | ( 106) | .9 | .3 | 2.0 | .05 | .02 | .11 | ( 18) | .5 | .0 | 1.1 | .04 | .00 | .06 |
| TOTAL RENTS COLLECTED | ( 115) | 97.6 | 95.7 | 98.9 | 5.27 | 4.07 | 7.17 | ( 21) | 98.9 | 97.8 | 99.1 | 9.49 | 6.86 | 11.34 |
| OTHER INCOME | ( 109) | 1.5 | .7 | 2.5 | .09 | .05 | .13 | ( 20) | .8 | .6 | 1.1 | .07 | .05 | .09 |
| GROSS POSSIBLE INCOME | ( 115) | 100.0% | 100.0% | 100.0% | 5.55 | 4.16 | 7.31 | ( 21) | 100.0% | 100.0% | 100.0% | 9.71 | 6.90 | 11.55 |
| TOTAL COLLECTIONS | ( 115) | 99.3 | 98.2 | 99.8 | 5.45 | 4.16 | 7.28 | ( 21) | 99.7 | 99.0 | 100.0 | 9.65 | 6.89 | 11.36 |
| EXPENSES | | | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 115) | 6.2 | 5.2 | 7.4 | .36 | .29 | .45 | ( 21) | 4.5 | 4.2 | 5.5 | .45 | .42 | .50 |
| OTHER ADMINISTRTVE.** | ( 115) | 7.3 | 5.9 | 10.1 | .42 | .34 | .60 | ( 21) | 6.3 | 5.3 | 7.7 | .57 | .45 | .81 |
| SUBTOTAL ADMINIST. | ( 115) | 13.5% | 11.4% | 17.1% | .83 | .65 | 1.02 | ( 21) | 11.2% | 10.1% | 13.5% | 1.03 | .88 | 1.40 |
| SUPPLIES | ( 110) | .3 | .1 | .5 | .02 | .01 | .03 | ( 21) | .3 | .1 | .5 | .03 | .01 | .05 |
| HEATING FUEL-CA ONLY* | ( 41) | 1.0 | .5 | 1.6 | .05 | .03 | .12 | ( 5) | .6 | | | .04 | | |
| CA & APTS.* | ( 62) | 7.9 | 4.1 | 11.6 | .40 | .31 | .61 | ( 16) | 3.6 | 2.9 | 4.6 | .37 | .31 | .47 |
| ELECTRICITY--CA ONLY* | ( 87) | 1.6 | .8 | 2.0 | .08 | .05 | .13 | ( 13) | 1.8 | 1.4 | 2.0 | .18 | .10 | .21 |
| CA & APTS.* | ( 23) | 5.7 | 4.5 | 7.8 | .37 | .26 | .57 | ( 8) | 4.5 | | | .56 | | |
| WATER/SEWER--CA ONLY* | ( 2) | .8 | | | .05 | | | ( 1) | .8 | | | .05 | | |
| CA & APTS.* | ( 113) | 3.0 | 1.1 | 5.2 | .15 | .08 | .27 | ( 20) | 1.0 | .6 | 1.4 | .10 | .06 | .13 |
| GAS-----------CA ONLY* | ( 27) | .5 | .2 | .8 | .03 | .01 | .05 | ( 4) | 1.1 | | | .11 | | |
| CA & APTS.* | ( 39) | 2.4 | 1.2 | 3.7 | .11 | .08 | .16 | ( 6) | 1.2 | | | .09 | | |
| BUILDING SERVICES | ( 100) | 1.5 | .9 | 2.0 | .09 | .06 | .12 | ( 18) | .7 | .4 | 1.1 | .07 | .04 | .10 |
| OTHER OPERATING | ( 61) | .6 | .1 | 1.9 | .03 | .01 | .09 | ( 13) | .4 | .0 | 1.9 | .03 | .00 | .17 |
| SUBTOTAL OPERATING | ( 115) | 12.3% | 6.8% | 21.7% | .75 | .44 | 1.12 | ( 21) | 8.6% | 6.6% | 11.9% | .91 | .63 | 1.12 |
| SECURITY** | ( 55) | .2 | .1 | 1.0 | .01 | .00 | .05 | ( 11) | .1 | .0 | .2 | .01 | .00 | .01 |
| GROUNDS MAINTENANCE** | ( 115) | 2.6 | 1.2 | 3.9 | .14 | .07 | .26 | ( 21) | 2.1 | 1.4 | 3.4 | .21 | .11 | .36 |
| MAINTENANCE-REPAIRS | ( 114) | 4.6 | 2.7 | 8.0 | .25 | .17 | .41 | ( 21) | 2.5 | 1.4 | 3.8 | .26 | .15 | .39 |
| PAINTING/DECORATING** | ( 115) | 1.3 | .5 | 2.5 | .08 | .03 | .15 | ( 21) | .4 | .3 | 1.2 | .04 | .02 | .12 |
| SUBTOTAL MAINTENANCE | ( 115) | 9.9% | 5.9% | 14.7% | .58 | .35 | .82 | ( 21) | 7.0% | 4.0% | 8.5% | .52 | .45 | .97 |
| REAL ESTATE TAXES | ( 115) | 7.2 | 5.2 | 9.7 | .39 | .29 | .55 | ( 21) | 7.6 | 5.6 | 8.4 | .73 | .42 | 1.13 |
| OTHER TAX/FEE/PERMIT | ( 54) | .2 | .0 | 1.2 | .01 | .00 | .06 | ( 7) | .0 | | | .00 | | |
| INSURANCE | ( 115) | 3.5 | 2.2 | 4.8 | .19 | .12 | .29 | ( 21) | 2.2 | 1.4 | 3.2 | .22 | .14 | .31 |
| SUBTOTAL TAX-INSURNCE | ( 115) | 11.0% | 8.3% | 14.6% | .60 | .47 | .86 | ( 21) | 9.7% | 8.1% | 11.7% | .92 | .69 | 1.43 |
| RECREATNL/AMENITIES** | ( 27) | .1 | .0 | .6 | .01 | .00 | .04 | ( 6) | .6 | | | .08 | | |
| OTHER PAYROLL** | ( 105) | 6.0 | 3.8 | 9.3 | .33 | .22 | .45 | ( 21) | 4.7 | 3.3 | 6.7 | .41 | .30 | .63 |
| TOTAL ALL EXPENSES | ( 115) | 61.7% | 42.5% | 70.8% | 2.98 | 2.56 | 3.99 | ( 21) | 44.1% | 39.8% | 46.8% | 4.20 | 2.85 | 5.09 |
| NET OPERATING INCOME | ( 115) | 38.3% | 26.5% | 55.6% | 2.01 | 1.08 | 4.06 | ( 21) | 54.4% | 52.2% | 60.1% | 5.18 | 3.98 | 6.84 |
| PAYROLL RECAP** | ( 104) | 10.2 | 7.5 | 13.3 | .58 | .44 | .75 | ( 21) | 8.1 | 5.9 | 10.5 | .75 | .53 | .91 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

| | REGIONS 1 & 2<br>GARDEN BUILDINGS<br>SECTION 236 | | | | | | | REGIONS 1 & 2<br>GARDEN BUILDINGS<br>ALL FAMILY/NONELDERLY | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | 43 BUILDINGS 6,720 APARTMENTS<br>5,777,358 RENTABLE SQUARE FEET | | | | | | | 94 BUILDINGS 12,335 APARTMENTS<br>10,115,607 RENTABLE SQUARE FEET | | | | | | |
| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
| INCOME | | MED | LOW | HIGH | MED | LOW | HIGH | | MED | LOW | HIGH | MED | LOW | HIGH |
| RENTS-APARTMENTS | ( 43) | 97.9% | 97.3% | 98.8% | 4.15 | 3.72 | 5.07 | ( 93) | 98.3% | 97.5% | 99.2% | 5.07 | 3.97 | 6.28 |
| RENTS-GARAGE/PARKING | ( ) | | | | | | | ( 2) | 99.4 | | | 7.40 | | |
| RENTS-STORES/OFFICES | ( 1) | .6 | | | .03 | | | ( 2) | .6 | | | .03 | | |
| GROSS POSSIBLE RENTS | ( 43) | 97.9% | 97.3% | 99.0% | 4.15 | 3.72 | 5.07 | ( 94) | 98.5% | 97.5% | 99.3% | 5.14 | 3.97 | 6.33 |
| VACANCIES/RENT LOSS | ( 40) | 1.1 | .5 | 2.0 | .04 | .02 | .11 | ( 88) | 1.0 | .3 | 2.2 | .05 | .02 | .12 |
| TOTAL RENTS COLLECTED | ( 43) | 96.4 | 94.9 | 98.0 | 4.15 | 3.64 | 4.98 | ( 94) | 97.3 | 95.5 | 98.5 | 4.99 | 3.95 | 6.26 |
| OTHER INCOME | ( 41) | 2.2 | 1.2 | 2.7 | .11 | .06 | .14 | ( 89) | 1.7 | .8 | 2.5 | .09 | .05 | .13 |
| GROSS POSSIBLE INCOME | ( 43) | 100.0% | 100.0% | 100.0% | 4.23 | 3.78 | 5.21 | ( 94) | 100.0% | 100.0% | 100.0% | 5.27 | 4.07 | 6.49 |
| TOTAL COLLECTIONS | ( 43) | 99.1 | 98.0 | 99.6 | 4.18 | 3.73 | 5.02 | ( 94) | 99.1 | 97.9 | 99.7 | 5.12 | 3.98 | 6.37 |
| EXPENSES | | | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 43) | 6.7 | 5.7 | 8.0 | .31 | .22 | .36 | ( 94) | 6.4 | 5.6 | 7.8 | .33 | .28 | .44 |
| OTHER ADMINISTRTVE.** | ( 43) | 8.2 | 6.3 | 12.1 | .36 | .28 | .46 | ( 94) | 8.1 | 6.2 | 10.7 | .39 | .31 | .56 |
| SUBTOTAL ADMINIST. | ( 43) | 15.3% | 12.5% | 18.0% | .70 | .54 | .85 | ( 94) | 14.8% | 11.9% | 17.7% | .74 | .60 | .96 |
| SUPPLIES | ( 39) | .3 | .2 | .6 | .01 | .01 | .03 | ( 89) | .3 | .2 | .6 | .02 | .01 | .03 |
| HEATING FUEL-CA ONLY* | ( 8) | 2.0 | | | .10 | | | ( 36) | 1.0 | .5 | 1.6 | .05 | .03 | .12 |
| CA & APTS.* | ( 28) | 8.7 | 6.5 | 11.9 | .39 | .32 | .46 | ( 46) | 9.4 | 5.6 | 12.0 | .42 | .32 | .70 |
| ELECTRICITY--CA ONLY* | ( 32) | 1.9 | 1.6 | 2.9 | .09 | .06 | .13 | ( 74) | 1.5 | .8 | 2.2 | .08 | .04 | .11 |
| CA & APTS.* | ( 11) | 7.8 | 6.2 | 9.1 | .33 | | | ( 15) | 7.4 | 5.4 | 9.1 | .33 | .24 | .48 |
| WATER/SEWER--CA ONLY* | ( ) | | | | | | | ( 1) | .4 | | | .03 | | |
| CA & APTS.* | ( 43) | 4.1 | 2.1 | 5.1 | .18 | .09 | .23 | ( 93) | 3.8 | 1.8 | 5.8 | .18 | .09 | .33 |
| GAS----------CA ONLY* | ( 6) | .8 | | | .04 | | | ( 23) | .4 | .2 | .8 | .03 | .01 | .04 |
| CA & APTS.* | ( 22) | 3.0 | 2.0 | 4.0 | .11 | .09 | .16 | ( 33) | 2.7 | 1.6 | 3.9 | .11 | .08 | .17 |
| BUILDING SERVICES | ( 40) | 1.9 | 1.2 | 2.6 | .08 | .05 | .11 | ( 82) | 1.6 | 1.0 | 2.2 | .09 | .06 | .12 |
| OTHER OPERATING | ( 23) | 1.0 | .3 | 3.1 | .04 | .01 | .12 | ( 48) | .7 | .1 | 1.7 | .03 | .01 | .08 |
| SUBTOTAL OPERATING | ( 43) | 18.9% | 12.7% | 23.9% | .78 | .55 | 1.19 | ( 94) | 14.6% | 7.6% | 23.2% | .73 | .39 | 1.18 |
| SECURITY** | ( 27) | .3 | .1 | 1.1 | .02 | .01 | .05 | ( 44) | .2 | .1 | 1.1 | .01 | .00 | .05 |
| GROUNDS MAINTENANCE** | ( 43) | 3.1 | 1.9 | 4.2 | .13 | .07 | .20 | ( 94) | 2.7 | 1.0 | 3.9 | .13 | .05 | .24 |
| MAINTENANCE-REPAIRS | ( 43) | 6.2 | 4.4 | 9.1 | .30 | .18 | .42 | ( 93) | 5.3 | 2.9 | 9.0 | .25 | .17 | .41 |
| PAINTING/DECORATING** | ( 43) | 2.2 | .9 | 3.6 | .12 | .03 | .18 | ( 94) | 1.6 | .7 | 3.0 | .09 | .03 | .16 |
| SUBTOTAL MAINTENANCE | ( 43) | 13.9% | 8.3% | 16.7% | .62 | .40 | .82 | ( 94) | 11.5% | 6.3% | 15.4% | .58 | .35 | .82 |
| REAL ESTATE TAXES | ( 43) | 8.5 | 5.7 | 10.2 | .37 | .28 | .44 | ( 94) | 7.1 | 5.1 | 10.0 | .37 | .28 | .46 |
| OTHER TAX/FEE/PERMIT | ( 17) | .9 | .0 | 2.1 | .05 | .00 | .09 | ( 47) | .2 | .0 | 1.2 | .01 | .00 | .06 |
| INSURANCE | ( 43) | 4.4 | 3.2 | 5.6 | .19 | .12 | .28 | ( 94) | 3.7 | 2.6 | 5.0 | .18 | .12 | .28 |
| SUBTOTAL TAX-INSURNCE | ( 43) | 13.5% | 10.6% | 16.3% | .59 | .47 | .80 | ( 94) | 12.1% | 8.6% | 15.2% | .57 | .47 | .80 |
| RECREATNL/AMENITIES** | ( 14) | .1 | .0 | .4 | .01 | .00 | .01 | ( 21) | .1 | .0 | .4 | .01 | .00 | .01 |
| OTHER PAYROLL** | ( 40) | 8.5 | 6.2 | 9.9 | .34 | .26 | .45 | ( 84) | 6.6 | 3.8 | 9.4 | .32 | .21 | .43 |
| TOTAL ALL EXPENSES | ( 43) | 69.7% | 64.2% | 78.2% | 2.97 | 2.64 | 3.79 | ( 94) | 65.1% | 47.9% | 72.9% | 2.94 | 2.48 | 3.76 |
| NET OPERATING INCOME | ( 43) | 28.3% | 19.9% | 33.8% | 1.10 | .96 | 1.43 | ( 94) | 33.7% | 23.5% | 51.8% | 1.43 | 1.05 | 3.30 |
| PAYROLL RECAP** | ( 37) | 12.0 | 8.6 | 15.3 | .50 | .39 | .67 | ( 83) | 11.0 | 7.5 | 13.8 | .54 | .41 | .68 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

| | REGION 3<br>ELEVATOR BUILDINGS<br>78 BUILDINGS 10,126 APARTMENTS<br>6,217,680 RENTABLE SQUARE FEET | | | | | | | REGION 3<br>ELEVATOR BUILDINGS<br>SECT. 8 - ELDERLY/HAND.<br>46 BUILDINGS 5,322 APARTMENTS<br>3,461,586 RENTABLE SQUARE FEET | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
| | | MED | LOW | HIGH | MED | LOW | HIGH | | MED | LOW | HIGH | MED | LOW | HIGH |
| INCOME | | | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 78) | 99.1% | 97.0% | 99.5% | 9.75 | 6.82 | 10.62 | ( 46) | 99.3% | 98.4% | 99.5% | 10.25 | 9.51 | 11.60 |
| RENTS-GARAGE/PARKING | ( 8) | .8 | | | .04 | | | ( 5) | .4 | | | .04 | | |
| RENTS-STORES/OFFICES | ( 14) | 4.3 | 2.4 | 21.9 | .45 | .14 | 1.24 | ( 6) | 4.3 | | | .45 | | |
| GROSS POSSIBLE RENTS | ( 78) | 99.3% | 98.4% | 99.5% | 9.75 | 6.98 | 10.62 | ( 46) | 99.3% | 99.1% | 99.6% | 10.31 | 9.51 | 11.60 |
| VACANCIES/RENT LOSS | ( 73) | 1.1 | .2 | 1.6 | .10 | .02 | .15 | ( 44) | .9 | .3 | 1.3 | .10 | .02 | .15 |
| TOTAL RENTS COLLECTED | ( 77) | 98.0 | 96.6 | 98.9 | 9.70 | 6.98 | 10.47 | ( 46) | 98.4 | 97.6 | 99.1 | 10.25 | 9.40 | 11.52 |
| OTHER INCOME | ( 77) | .7 | .5 | 1.6 | .07 | .04 | .11 | ( 46) | .7 | .4 | .9 | .07 | .04 | .09 |
| GROSS POSSIBLE INCOME | ( 78) | 100.0% | 100.0% | 100.0% | 9.93 | 7.13 | 10.73 | ( 46) | 100.0% | 100.0% | 100.0% | 10.43 | 9.59 | 11.70 |
| TOTAL COLLECTIONS | ( 78) | 99.0 | 98.4 | 99.9 | 9.77 | 7.13 | 10.59 | ( 46) | 99.1 | 98.7 | 99.8 | 10.41 | 9.48 | 11.62 |
| EXPENSES | | | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 78) | 5.1 | 4.5 | 6.3 | .49 | .36 | .56 | ( 46) | 5.0 | 4.4 | 5.8 | .52 | .45 | .61 |
| OTHER ADMINISTRTVE.** | ( 78) | 6.3 | 4.8 | 7.8 | .55 | .43 | .69 | ( 46) | 5.7 | 4.6 | 7.2 | .60 | .49 | .72 |
| SUBTOTAL ADMINIST. | ( 78) | 11.4% | 9.2% | 13.7% | 1.07 | .81 | 1.24 | ( 46) | 11.0% | 8.9% | 12.2% | 1.17 | .93 | 1.27 |
| SUPPLIES | ( 77) | .4 | .2 | .7 | .03 | .02 | .06 | ( 46) | .3 | .2 | .6 | .03 | .02 | .05 |
| HEATING FUEL-CA ONLY* | ( 24) | 1.7 | .9 | 1.9 | .15 | .10 | .25 | ( 17) | 1.7 | .9 | 1.9 | .17 | .11 | .28 |
| CA & APTS.* | ( 50) | 4.7 | 2.8 | 6.4 | .35 | .27 | .44 | ( 26) | 3.0 | 2.1 | 4.8 | .29 | .22 | .44 |
| ELECTRICITY--CA ONLY* | ( 43) | 2.4 | 1.5 | 3.1 | .24 | .15 | .32 | ( 33) | 2.4 | 1.6 | 2.9 | .23 | .15 | .31 |
| CA & APTS.* | ( 34) | 10.9 | 5.9 | 13.0 | .66 | .54 | .87 | ( 13) | 5.5 | 3.8 | 7.0 | .65 | .45 | .70 |
| WATER/SEWER--CA ONLY* | ( 3) | .8 | | | .08 | | | ( 2) | .8 | | | .08 | | |
| CA & APTS.* | ( 74) | 1.6 | 1.1 | 2.4 | .15 | .09 | .19 | ( 44) | 1.3 | .9 | 1.7 | .16 | .08 | .19 |
| GAS-----------CA ONLY* | ( 11) | .2 | .0 | .6 | .02 | | | ( 7) | .1 | | | .01 | | |
| CA & APTS.* | ( 29) | .9 | .6 | 1.9 | .09 | .05 | .12 | ( 13) | .7 | .3 | .9 | .07 | .04 | .10 |
| BUILDING SERVICES | ( 76) | .6 | .4 | .8 | .05 | .03 | .07 | ( 46) | .4 | .4 | .6 | .05 | .03 | .07 |
| OTHER OPERATING | ( 44) | 1.0 | .1 | 2.2 | .07 | .01 | .16 | ( 22) | .9 | .1 | 3.6 | .10 | .01 | .33 |
| SUBTOTAL OPERATING | ( 78) | 11.6% | 6.4% | 20.7% | 1.09 | .65 | 1.58 | ( 46) | 7.7% | 5.8% | 13.4% | .85 | .60 | 1.24 |
| SECURITY** | ( 29) | 1.3 | .0 | 3.5 | .17 | .00 | .29 | ( 14) | .2 | .0 | 1.7 | .02 | .00 | .18 |
| GROUNDS MAINTENANCE** | ( 76) | .8 | .3 | 1.4 | .06 | .02 | .12 | ( 46) | .7 | .3 | 1.3 | .06 | .03 | .12 |
| MAINTENANCE-REPAIRS | ( 78) | 3.9 | 2.4 | 5.8 | .34 | .27 | .45 | ( 46) | 3.4 | 2.2 | 4.6 | .36 | .27 | .45 |
| PAINTING/DECORATING** | ( 78) | 1.3 | .9 | 1.9 | .12 | .07 | .18 | ( 46) | 1.3 | 1.0 | 1.9 | .14 | .10 | .19 |
| SUBTOTAL MAINTENANCE | ( 78) | 7.3% | 5.1% | 9.6% | .64 | .46 | .85 | ( 46) | 6.3% | 4.3% | 8.8% | .66 | .54 | .85 |
| REAL ESTATE TAXES | ( 76) | 8.0 | 5.8 | 10.6 | .77 | .46 | 1.08 | ( 45) | 7.7 | 5.8 | 10.3 | .90 | .62 | 1.08 |
| OTHER TAX/FEE/PERMIT | ( 52) | .6 | .1 | 1.1 | .04 | .01 | .11 | ( 32) | .5 | .1 | 1.4 | .04 | .02 | .13 |
| INSURANCE | ( 78) | 2.5 | 1.7 | 3.5 | .21 | .14 | .31 | ( 46) | 1.9 | 1.5 | 2.7 | .21 | .14 | .30 |
| SUBTOTAL TAX-INSURNCE | ( 78) | 10.8% | 8.9% | 14.3% | 1.07 | .76 | 1.39 | ( 46) | 10.1% | 8.8% | 13.3% | 1.11 | .95 | 1.39 |
| RECREATNL/AMENITIES** | ( 5) | 1.3 | | | .10 | | | ( 2) | 5.6 | | | .62 | | |
| OTHER PAYROLL** | ( 75) | 3.6 | 1.7 | 5.9 | .33 | .16 | .50 | ( 44) | 2.1 | 1.4 | 4.4 | .19 | .13 | .53 |
| TOTAL ALL EXPENSES | ( 78) | 44.2% | 37.3% | 67.4% | 4.25 | 3.55 | 4.89 | ( 46) | 40.0% | 35.6% | 44.5% | 4.24 | 3.66 | 4.82 |
| NET OPERATING INCOME | ( 78) | 55.2% | 31.2% | 60.9% | 5.31 | 1.85 | 6.65 | ( 46) | 59.5% | 54.8% | 62.9% | 6.18 | 5.21 | 7.05 |
| PAYROLL RECAP** | ( 70) | 7.2 | 5.7 | 9.7 | .68 | .56 | .86 | ( 41) | 6.2 | 5.5 | 7.2 | .62 | .56 | .76 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

| | REGION 3<br>ELEVATOR BUILDINGS<br>SECTION 236<br>18 BUILDINGS 2,982 APARTMENTS<br>1,727,566 RENTABLE SQUARE FEET | | | | | | | REGION 3<br>ELEVATOR BUILDINGS<br>ALL ELDERLY/HANDICAPPED<br>54 BUILDINGS 6,467 APARTMENTS<br>4,073,750 RENTABLE SQUARE FEET | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | BLDGS. | % OF GPTI | | | $/SQ.FT. | | | BLDGS. | % OF GPTI | | | $/SQ.FT. | | |
| | | MED | LOW | HIGH | MED | LOW | HIGH | | MED | LOW | HIGH | MED | LOW | HIGH |
| INCOME | | | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 18) | 97.8% | 92.3% | 98.8% | 5.28 | 4.50 | 6.47 | ( 54) | 99.3% | 98.3% | 99.5% | 10.25 | 9.40 | 11.60 |
| RENTS-GARAGE/PARKING | ( 2) | 3.1 | | | .18 | | | ( 6) | .8 | | | .04 | | |
| RENTS-STORES/OFFICES | ( 7) | 15.5 | | | .71 | | | ( 7) | 4.1 | | | .34 | | |
| GROSS POSSIBLE RENTS | ( 18) | 98.9% | 97.8% | 99.3% | 5.74 | 4.72 | 6.86 | ( 54) | 99.4% | 98.9% | 99.6% | 10.25 | 9.40 | 11.60 |
| VACANCIES/RENT LOSS | ( 17) | 1.6 | .2 | 2.0 | .11 | .01 | .13 | ( 51) | .9 | .3 | 1.3 | .10 | .02 | .15 |
| TOTAL RENTS COLLECTED | ( 17) | 97.3 | 96.0 | 98.0 | 5.71 | 4.68 | 6.66 | ( 54) | 98.3 | 97.3 | 99.1 | 10.24 | 9.30 | 11.52 |
| OTHER INCOME | ( 18) | 1.2 | .7 | 2.2 | .07 | .04 | .13 | ( 54) | .7 | .4 | 1.1 | .07 | .04 | .10 |
| GROSS POSSIBLE INCOME | ( 18) | 100.0% | 100.0% | 100.0% | 5.77 | 4.81 | 6.93 | ( 54) | 100.0% | 100.0% | 100.0% | 10.43 | 9.51 | 11.70 |
| TOTAL COLLECTIONS | ( 18) | 98.4 | 97.1 | 99.8 | 5.77 | 4.81 | 6.73 | ( 54) | 99.1 | 98.7 | 99.8 | 10.36 | 9.40 | 11.62 |
| EXPENSES | | | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 18) | 6.7 | 6.2 | 7.1 | .40 | .32 | .48 | ( 54) | 5.0 | 4.1 | 5.6 | .51 | .40 | .58 |
| OTHER ADMINISTRTVE.** | ( 18) | 9.2 | 6.5 | 9.7 | .46 | .35 | .74 | ( 54) | 5.8 | 4.6 | 7.2 | .58 | .46 | .69 |
| SUBTOTAL ADMINIST. | ( 18) | 15.5% | 12.4% | 17.0% | .80 | .60 | 1.21 | ( 54) | 10.9% | 8.9% | 12.2% | 1.13 | .91 | 1.25 |
| SUPPLIES | ( 17) | .4 | .3 | .7 | .03 | .02 | .03 | ( 54) | .3 | .2 | .6 | .03 | .02 | .06 |
| HEATING FUEL-CA ONLY* | ( 2) | 8.7 | | | .33 | | | ( 20) | 1.4 | .8 | 1.9 | .15 | .10 | .25 |
| CA & APTS.* | ( 15) | 6.1 | 5.0 | 7.1 | .36 | .28 | .41 | ( 31) | 3.1 | 2.1 | 5.5 | .29 | .24 | .44 |
| ELECTRICITY--CA ONLY* | ( 2) | 9.9 | | | .56 | | | ( 37) | 2.4 | 1.7 | 3.0 | .24 | .17 | .32 |
| CA & APTS.* | ( 15) | 12.9 | 10.9 | 14.2 | .66 | .59 | .91 | ( 17) | 6.2 | 4.2 | 7.6 | .65 | .48 | .70 |
| WATER/SEWER--CA ONLY* | ( 1) | 5.6 | | | .27 | | | ( 2) | .8 | | | .08 | | |
| CA & APTS.* | ( 17) | 2.7 | 1.9 | 3.6 | .13 | .11 | .22 | ( 51) | 1.3 | .9 | 1.8 | .15 | .08 | .19 |
| GAS----------CA ONLY* | ( 2) | 2.5 | | | .12 | | | ( 9) | .1 | | | .01 | | |
| CA & APTS.* | ( 11) | 1.7 | 1.0 | 2.6 | .10 | .08 | .12 | ( 16) | .8 | .3 | .9 | .09 | .04 | .10 |
| BUILDING SERVICES | ( 16) | 1.0 | .7 | 1.1 | .05 | .04 | .06 | ( 54) | .5 | .4 | .7 | .05 | .03 | .07 |
| OTHER OPERATING | ( 9) | 1.1 | | | .05 | | | ( 30) | .9 | .1 | 2.7 | .10 | .01 | .16 |
| SUBTOTAL OPERATING | ( 18) | 24.5% | 21.2% | 27.9% | 1.56 | 1.20 | 1.69 | ( 54) | 7.8% | 5.9% | 13.9% | .89 | .60 | 1.32 |
| SECURITY** | ( 9) | 2.9 | | | .18 | | | ( 20) | 1.3 | .0 | 2.9 | .14 | .00 | .30 |
| GROUNDS MAINTENANCE** | ( 17) | .4 | .1 | 1.8 | .04 | .00 | .09 | ( 53) | .8 | .3 | 1.3 | .08 | .04 | .12 |
| MAINTENANCE-REPAIRS | ( 18) | 5.8 | 4.8 | 7.2 | .34 | .23 | .46 | ( 54) | 3.4 | 2.2 | 4.7 | .34 | .27 | .43 |
| PAINTING/DECORATING** | ( 18) | 1.1 | .8 | 2.0 | .06 | .05 | .14 | ( 54) | 1.3 | .9 | 1.7 | .13 | .09 | .18 |
| SUBTOTAL MAINTENANCE | ( 18) | 9.0% | 6.5% | 11.7% | .47 | .37 | .75 | ( 54) | 6.4% | 4.7% | 8.9% | .67 | .54 | .85 |
| REAL ESTATE TAXES | ( 17) | 9.6 | 7.8 | 13.7 | .62 | .41 | .76 | ( 53) | 7.7 | 5.8 | 10.3 | .90 | .59 | 1.09 |
| OTHER TAX/FEE/PERMIT | ( 14) | .6 | .1 | .7 | .03 | .01 | .04 | ( 34) | .4 | .1 | 1.4 | .04 | .02 | .13 |
| INSURANCE | ( 18) | 3.5 | 3.0 | 5.3 | .24 | .14 | .29 | ( 54) | 2.3 | 1.6 | 2.8 | .21 | .14 | .30 |
| SUBTOTAL TAX-INSURNCE | ( 18) | 14.3% | 10.5% | 18.3% | .88 | .61 | 1.07 | ( 54) | 10.1% | 8.4% | 13.3% | 1.11 | .90 | 1.42 |
| RECREATNL/AMENITIES** | ( 2) | 1.3 | | | .10 | | | ( 3) | 2.5 | | | .30 | | |
| OTHER PAYROLL** | ( 18) | 6.8 | 3.6 | 7.2 | .35 | .24 | .43 | ( 52) | 3.1 | 1.5 | 4.8 | .25 | .15 | .53 |
| TOTAL ALL EXPENSES | ( 18) | 70.6% | 67.4% | 74.1% | 3.97 | 3.44 | 4.89 | ( 54) | 40.0% | 36.2% | 45.5% | 4.39 | 3.67 | 4.87 |
| NET OPERATING INCOME | ( 18) | 26.7% | 24.2% | 31.8% | 1.59 | 1.27 | 1.85 | ( 54) | 59.1% | 53.4% | 62.8% | 6.13 | 5.09 | 7.05 |
| PAYROLL RECAP** | ( 15) | 11.0 | 8.3 | 11.9 | .65 | .48 | .72 | ( 49) | 6.5 | 5.6 | 8.4 | .69 | .58 | .88 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

REGION 3

ELEVATOR BUILDINGS
ALL FAMILY/NONELDERLY

24 BUILDINGS 3,659 APARTMENTS
2,143,930 RENTABLE SQUARE FEET

REGION 3

LOW RISE BUILDINGS

25 BUILDINGS 2,076 APARTMENTS
1,448,172 RENTABLE SQUARE FEET

| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| INCOME | | MED | LOW | HIGH | MED | LOW | HIGH | | MED | LOW | HIGH | MED | LOW | HIGH |
| RENTS-APARTMENTS | ( 24) | 97.8% | 96.3% | 98.8% | 6.46 | 4.68 | 7.80 | ( 25) | 99.0% | 98.9% | 99.5% | 8.29 | 5.31 | 9.62 |
| RENTS-GARAGE/PARKING | ( 2) | 3.1 | | | .18 | | | ( 1) | .0 | | | .00 | | |
| RENTS-STORES/OFFICES | ( 7) | 15.5 | | | .71 | | | ( 1) | .8 | | | .08 | | |
| GROSS POSSIBLE RENTS | ( 24) | 98.9% | 97.7% | 99.3% | 6.51 | 5.04 | 7.87 | ( 25) | 99.1% | 98.9% | 99.6% | 8.29 | 5.31 | 9.70 |
| VACANCIES/RENT LOSS | ( 22) | 1.6 | .1 | 2.9 | .12 | .01 | .17 | ( 24) | .5 | .1 | .6 | .03 | .01 | .06 |
| TOTAL RENTS COLLECTED | ( 23) | 97.3 | 96.0 | 97.9 | 6.38 | 4.97 | 7.63 | ( 25) | 98.7 | 97.5 | 99.3 | 8.28 | 5.20 | 9.61 |
| OTHER INCOME | ( 23) | 1.2 | .7 | 2.3 | .07 | .05 | .18 | ( 25) | .9 | .4 | 1.1 | .05 | .04 | .09 |
| GROSS POSSIBLE INCOME | ( 24) | 100.0% | 100.0% | 100.0% | 6.59 | 5.07 | 7.90 | ( 25) | 100.0% | 100.0% | 100.0% | 8.53 | 5.36 | 9.74 |
| TOTAL COLLECTIONS | ( 24) | 98.4 | 97.1 | 99.9 | 6.47 | 5.04 | 7.63 | ( 25) | 99.5 | 99.4 | 99.9 | 8.52 | 5.26 | 9.64 |
| EXPENSES | | | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 24) | 6.5 | 5.1 | 6.8 | .41 | .33 | .48 | ( 25) | 5.1 | 4.6 | 6.1 | .44 | .33 | .46 |
| OTHER ADMINISTRTVE.** | ( 24) | 7.7 | 6.1 | 9.7 | .46 | .36 | .61 | ( 25) | 6.2 | 2.7 | 9.7 | .42 | .25 | .71 |
| SUBTOTAL ADMINIST. | ( 24) | 14.0% | 11.3% | 16.3% | .88 | .74 | 1.04 | ( 25) | 11.2% | 7.6% | 17.0% | .81 | .68 | 1.12 |
| SUPPLIES | ( 23) | .5 | .3 | .8 | .03 | .02 | .07 | ( 24) | .3 | .2 | .5 | .02 | .01 | .04 |
| HEATING FUEL-CA ONLY* | ( 4) | 6.9 | | | .16 | | | ( 10) | 1.4 | | | .10 | | |
| CA & APTS.* | ( 19) | 5.9 | 4.2 | 7.1 | .36 | .29 | .41 | ( 10) | 6.7 | | | .52 | | |
| ELECTRICITY--CA ONLY* | ( 6) | 6.6 | | | .31 | | | ( 20) | 2.3 | 1.3 | 2.9 | .14 | .08 | .22 |
| CA & APTS.* | ( 17) | 11.9 | 10.9 | 14.2 | .66 | .61 | .93 | ( 4) | 8.2 | | | .51 | | |
| WATER/SEWER--CA ONLY* | ( 1) | 5.6 | | | .27 | | | ( 1) | 1.3 | | | .09 | | |
| CA & APTS.* | ( 23) | 2.5 | 1.5 | 3.3 | .15 | .11 | .22 | ( 24) | 2.5 | 1.5 | 4.4 | .22 | .15 | .29 |
| GAS----------CA ONLY* | ( 2) | 2.5 | | | .12 | | | ( 9) | .3 | | | .02 | | |
| CA & APTS.* | ( 13) | 1.7 | 1.0 | 2.7 | .10 | .08 | .19 | ( 5) | 1.1 | | | .10 | | |
| BUILDING SERVICES | ( 22) | .9 | .6 | 1.3 | .05 | .04 | .08 | ( 23) | .7 | .4 | 1.7 | .07 | .04 | .11 |
| OTHER OPERATING | ( 14) | 1.1 | .2 | 2.2 | .06 | .02 | .17 | ( 15) | .8 | .1 | 1.1 | .07 | .01 | .09 |
| SUBTOTAL OPERATING | ( 24) | 24.2% | 20.0% | 27.3% | 1.56 | 1.18 | 1.69 | ( 25) | 9.6% | 7.1% | 12.9% | .67 | .58 | 1.04 |
| SECURITY** | ( 9) | 2.9 | | | .18 | | | ( 6) | .3 | | | .03 | | |
| GROUNDS MAINTENANCE** | ( 23) | .5 | .1 | 1.8 | .05 | .01 | .13 | ( 23) | 1.5 | .5 | 2.7 | .09 | .03 | .14 |
| MAINTENANCE-REPAIRS | ( 24) | 5.4 | 4.2 | 7.2 | .38 | .23 | .46 | ( 25) | 4.3 | 2.7 | 5.2 | .27 | .19 | .44 |
| PAINTING/DECORATING** | ( 24) | 1.3 | .9 | 2.2 | .10 | .05 | .17 | ( 24) | 1.1 | .7 | 1.5 | .08 | .04 | .14 |
| SUBTOTAL MAINTENANCE | ( 24) | 9.0% | 6.5% | 11.6% | .61 | .38 | .83 | ( 25) | 7.7% | 4.3% | 9.4% | .45 | .37 | .77 |
| REAL ESTATE TAXES | ( 23) | 8.8 | 7.3 | 11.5 | .62 | .40 | .77 | ( 24) | 7.4 | 5.5 | 9.7 | .55 | .37 | .72 |
| OTHER TAX/FEE/PERMIT | ( 18) | .6 | .1 | 1.1 | .04 | .01 | .05 | ( 17) | .4 | .3 | 1.6 | .03 | .02 | .10 |
| INSURANCE | ( 24) | 3.5 | 2.8 | 4.5 | .24 | .13 | .31 | ( 25) | 3.3 | 2.6 | 4.5 | .27 | .17 | .39 |
| SUBTOTAL TAX-INSURNCE | ( 24) | 13.4% | 10.5% | 15.4% | .89 | .63 | 1.14 | ( 25) | 10.6% | 9.0% | 14.8% | .75 | .65 | 1.05 |
| RECREATNL/AMENITIES** | ( 2) | 1.3 | | | .10 | | | ( ) | | | | | | |
| OTHER PAYROLL** | ( 23) | 5.6 | 2.4 | 7.0 | .35 | .21 | .43 | ( 22) | 4.9 | 3.0 | 8.9 | .36 | .28 | .48 |
| TOTAL ALL EXPENSES | ( 24) | 70.1% | 65.6% | 73.8% | 4.02 | 3.44 | 4.89 | ( 25) | 46.3% | 38.3% | 64.0% | 3.53 | 2.97 | 4.23 |
| NET OPERATING INCOME | ( 24) | 28.6% | 24.2% | 32.8% | 1.66 | 1.27 | 2.07 | ( 25) | 53.7% | 35.4% | 61.6% | 4.58 | 2.11 | 5.93 |
| PAYROLL RECAP** | ( 21) | 10.2 | 8.1 | 11.9 | .64 | .48 | .75 | ( 22) | 9.0 | 6.3 | 11.7 | .64 | .56 | .74 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

SELECTED REGIONS
U.S.A.

**MEDIAN INCOME AND OPERATING COSTS**

BY BUILDING TYPE AND
SUBSIDY TYPE

| | REGION 3<br>LOW RISE BUILDINGS<br>SECT. 8 - ELDERLY/HAND.<br>12 BUILDINGS 877 APARTMENTS<br>534,385 RENTABLE SQUARE FEET | | | | | | | REGION 3<br>LOW RISE BUILDINGS<br>ALL ELDERLY/HANDICAPPED<br>13 BUILDINGS 996 APARTMENTS<br>599,218 RENTABLE SQUARE FEET | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
| INCOME | | MED | LOW | HIGH | MED | LOW | HIGH | | MED | LOW | HIGH | MED | LOW | HIGH |
| RENTS-APARTMENTS | ( 12) | 99.4% | 98.9% | 99.5% | 9.62 | 8.29 | 10.80 | ( 13) | 99.4% | 98.9% | 99.6% | 9.61 | 8.29 | 10.80 |
| RENTS-GARAGE/PARKING | ( 1) | .0 | | | .00 | | | ( 1) | .0 | | | .00 | | |
| RENTS-STORES/OFFICES | ( 1) | .8 | | | .08 | | | ( 1) | .8 | | | .08 | | |
| GROSS POSSIBLE RENTS | ( 12) | 99.5% | 99.0% | 99.6% | 9.70 | 8.29 | 10.80 | ( 13) | 99.5% | 99.0% | 99.6% | 9.61 | 8.29 | 10.80 |
| VACANCIES/RENT LOSS | ( 11) | .1 | .0 | .5 | .01 | .00 | .02 | ( 12) | .1 | .1 | .5 | .01 | .00 | .03 |
| TOTAL RENTS COLLECTED | ( 12) | 99.4 | 98.4 | 99.5 | 9.61 | 8.28 | 10.80 | ( 13) | 99.3 | 98.4 | 99.5 | 9.57 | 8.28 | 10.80 |
| OTHER INCOME | ( 12) | .6 | .4 | 1.0 | .05 | .04 | .05 | ( 13) | .5 | .4 | 1.0 | .04 | .04 | .05 |
| GROSS POSSIBLE INCOME | ( 12) | 100.0% | 100.0% | 100.0% | 9.74 | 8.53 | 10.84 | ( 13) | 100.0% | 100.0% | 100.0% | 9.65 | 8.53 | 10.84 |
| TOTAL COLLECTIONS | ( 12) | 99.9 | 99.5 | 100.0 | 9.64 | 8.52 | 10.84 | ( 13) | 99.9 | 99.5 | 100.0 | 9.62 | 8.52 | 10.84 |
| EXPENSES | | | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 12) | 5.1 | 4.6 | 5.8 | .45 | .44 | .56 | ( 13) | 5.1 | 4.6 | 5.8 | .45 | .44 | .56 |
| OTHER ADMINISTRTVE.** | ( 12) | 7.8 | 3.4 | 10.8 | .74 | .30 | .82 | ( 13) | 7.2 | 3.4 | 10.8 | .71 | .30 | .82 |
| SUBTOTAL ADMINIST. | ( 12) | 12.9% | 8.7% | 15.6% | 1.10 | .69 | 1.32 | ( 13) | 11.9% | 8.7% | 15.6% | 1.10 | .69 | 1.32 |
| SUPPLIES | ( 12) | .4 | .3 | .5 | .04 | .02 | .05 | ( 13) | .4 | .3 | .5 | .04 | .02 | .06 |
| HEATING FUEL-CA ONLY* | ( 6) | 1.3 | | | .10 | | | ( 6) | 1.3 | | | .10 | | |
| CA & APTS.* | ( 6) | 3.5 | | | .43 | | | ( 6) | 3.5 | | | .43 | | |
| ELECTRICITY--CA ONLY* | ( 9) | 2.5 | | | .22 | | | ( 10) | 2.8 | | | .22 | | |
| CA & APTS.* | ( 2) | 8.2 | | | .69 | | | ( 2) | 8.2 | | | .69 | | |
| WATER/SEWER--CA ONLY* | ( ) | | | | | | | ( ) | | | | | | |
| CA & APTS.* | ( 12) | 1.8 | 1.3 | 2.5 | .16 | .15 | .20 | ( 13) | 1.8 | 1.3 | 2.7 | .16 | .15 | .22 |
| GAS----------CA ONLY* | ( 3) | .3 | | | .02 | | | ( 3) | .3 | | | .02 | | |
| CA & APTS.* | ( 3) | 1.0 | | | .10 | | | ( 3) | 1.0 | | | .10 | | |
| BUILDING SERVICES | ( 10) | .5 | | | .05 | | | ( 11) | .5 | .4 | .6 | .05 | .02 | .05 |
| OTHER OPERATING | ( 5) | .1 | | | .01 | | | ( 5) | .1 | | | .01 | | |
| SUBTOTAL OPERATING | ( 12) | 9.0% | 7.1% | 10.4% | .77 | .62 | 1.04 | ( 13) | 9.0% | 7.1% | 10.4% | .77 | .62 | 1.04 |
| SECURITY** | ( 3) | .2 | | | .01 | | | ( 4) | .3 | | | .03 | | |
| GROUNDS MAINTENANCE** | ( 11) | 2.0 | .8 | 2.8 | .13 | .08 | .25 | ( 12) | 2.1 | .9 | 2.8 | .13 | .09 | .25 |
| MAINTENANCE-REPAIRS | ( 12) | 4.2 | 1.9 | 4.8 | .30 | .14 | .46 | ( 13) | 4.2 | 1.9 | 4.8 | .30 | .14 | .46 |
| PAINTING/DECORATING** | ( 12) | 1.3 | .8 | 3.2 | .14 | .06 | .17 | ( 13) | 1.3 | .8 | 3.2 | .09 | .06 | .17 |
| SUBTOTAL MAINTENANCE | ( 12) | 8.9% | 5.8% | 9.5% | .63 | .40 | .94 | ( 13) | 8.7% | 5.8% | 9.5% | .63 | .40 | .94 |
| REAL ESTATE TAXES | ( 11) | 7.9 | 5.0 | 10.1 | .64 | .55 | .72 | ( 12) | 7.9 | 5.0 | 10.1 | .64 | .55 | .72 |
| OTHER TAX/FEE/PERMIT | ( 6) | 1.6 | | | .16 | | | ( 7) | 1.3 | | | .10 | | |
| INSURANCE | ( 12) | 3.3 | 2.2 | 3.3 | .31 | .19 | .32 | ( 13) | 3.2 | 2.2 | 3.3 | .27 | .19 | .32 |
| SUBTOTAL TAX-INSURNCE | ( 12) | 10.4% | 8.3% | 14.8% | 1.00 | .75 | 1.05 | ( 13) | 10.1% | 8.0% | 14.8% | .89 | .71 | 1.05 |
| RECREATNL/AMENITIES** | ( ) | | | | | | | ( ) | | | | | | |
| OTHER PAYROLL** | ( 9) | 3.0 | | | .31 | | | ( 10) | 3.5 | | | .36 | | |
| TOTAL ALL EXPENSES | ( 12) | 46.3% | 39.0% | 50.9% | 3.80 | 3.36 | 4.55 | ( 13) | 46.3% | 39.0% | 50.9% | 3.80 | 3.36 | 4.55 |
| NET OPERATING INCOME | ( 12) | 60.6% | 46.7% | 60.9% | 5.29 | 4.60 | 6.48 | ( 13) | 53.7% | 46.7% | 60.9% | 5.19 | 4.58 | 6.48 |
| PAYROLL RECAP** | ( 10) | 8.4 | | | .64 | | | ( 11) | 8.4 | 5.7 | 10.4 | .64 | .62 | .75 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix. Copyright © 1987, Institute of Real Estate Management.

SELECTED REGIONS
U.S.A.

MEDIAN INCOME AND OPERATING COSTS

BY BUILDING TYPE AND
SUBSIDY TYPE

REGION 3
LOW RISE BUILDINGS
ALL FAMILY/NONELDERLY
12 BUILDINGS 1,080 APARTMENTS
848,954 RENTABLE SQUARE FEET

REGION 3
GARDEN BUILDINGS
124 BUILDINGS 17,151 APARTMENTS
14,176,817 RENTABLE SQUARE FEET

| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| INCOME | | MED | LOW | HIGH | MED | LOW | HIGH | | MED | LOW | HIGH | MED | LOW | HIGH |
| RENTS-APARTMENTS | ( 12) | 99.0% | 98.9% | 99.3% | 6.64 | 5.09 | 7.30 | ( 124) | 98.0% | 96.8% | 98.9% | 5.20 | 4.38 | 7.13 |
| RENTS-GARAGE/PARKING | ( ) | | | | | | | ( 2) | 3.9 | | | .16 | | |
| RENTS-STORES/OFFICES | ( ) | | | | | | | ( 3) | .4 | | | .02 | | |
| GROSS POSSIBLE RENTS | ( 12) | 99.0% | 98.9% | 99.3% | 6.64 | 5.09 | 7.30 | ( 124) | 98.0% | 96.8% | 98.9% | 5.20 | 4.38 | 7.13 |
| VACANCIES/RENT LOSS | ( 12) | .6 | .3 | 1.2 | .05 | .02 | .06 | ( 114) | 1.3 | .6 | 2.7 | .08 | .03 | .16 |
| TOTAL RENTS COLLECTED | ( 12) | 98.4 | 97.4 | 98.8 | 6.59 | 5.09 | 7.28 | ( 124) | 96.2 | 94.0 | 98.1 | 5.09 | 4.20 | 7.13 |
| OTHER INCOME | ( 12) | 1.0 | .7 | 1.1 | .07 | .05 | .09 | ( 123) | 2.0 | 1.1 | 3.2 | .11 | .08 | .18 |
| GROSS POSSIBLE INCOME | ( 12) | 100.0% | 100.0% | 100.0% | 6.74 | 5.26 | 7.37 | ( 124) | 100.0% | 100.0% | 100.0% | 5.31 | 4.58 | 7.25 |
| TOTAL COLLECTIONS | ( 12) | 99.4 | 98.8 | 99.7 | 6.68 | 5.26 | 7.35 | ( 124) | 98.9 | 97.4 | 99.5 | 5.19 | 4.33 | 7.23 |
| EXPENSES | | | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 12) | 6.0 | 4.0 | 7.5 | .40 | .32 | .44 | ( 124) | 6.0 | 5.1 | 6.7 | .32 | .27 | .39 |
| OTHER ADMINISTRTVE.** | ( 12) | 5.0 | 2.7 | 9.1 | .38 | .25 | .42 | ( 124) | 8.1 | 6.1 | 10.6 | .49 | .34 | .61 |
| SUBTOTAL ADMINIST. | ( 12) | 10.9% | 7.5% | 17.0% | .75 | .66 | .81 | ( 124) | 13.8% | 11.7% | 17.7% | .85 | .62 | .99 |
| SUPPLIES | ( 11) | .2 | .1 | .4 | .01 | .01 | .02 | ( 112) | .4 | .3 | .8 | .03 | .02 | .04 |
| HEATING FUEL-CA ONLY* | ( 4) | 1.4 | | | .10 | | | ( 34) | .9 | .4 | 1.8 | .07 | .03 | .10 |
| CA & APTS.* | ( 4) | 12.9 | | | .77 | | | ( 59) | 7.2 | 4.6 | 10.7 | .40 | .23 | .52 |
| ELECTRICITY--CA ONLY* | ( 10) | 1.5 | | | .13 | | | ( 86) | 1.7 | 1.1 | 2.5 | .11 | .06 | .17 |
| CA & APTS.* | ( 2) | 10.6 | | | .45 | | | ( 34) | 10.2 | 6.9 | 12.6 | .50 | .31 | .72 |
| WATER/SEWER--CA ONLY* | ( 1) | 1.3 | | | .09 | | | ( 4) | 8.2 | | | .36 | | |
| CA & APTS.* | ( 11) | 3.4 | 1.7 | 6.6 | .29 | .16 | .32 | ( 120) | 4.4 | 3.1 | 6.1 | .25 | .18 | .33 |
| GAS----------CA ONLY* | ( 6) | .4 | | | .03 | | | ( 31) | .3 | .1 | .6 | .02 | .01 | .04 |
| CA & APTS.* | ( 2) | 3.0 | | | .13 | | | ( 46) | 3.4 | 1.8 | 4.9 | .17 | .09 | .26 |
| BUILDING SERVICES | ( 12) | 1.7 | .9 | 2.0 | .08 | .07 | .13 | ( 108) | 1.5 | .9 | 2.0 | .08 | .06 | .10 |
| OTHER OPERATING | ( 10) | 1.1 | | | .07 | | | ( 61) | .2 | .1 | .8 | .01 | .00 | .04 |
| SUBTOTAL OPERATING | ( 12) | 9.9% | 8.0% | 20.3% | .62 | .55 | .97 | ( 124) | 13.4% | 7.6% | 24.8% | .79 | .47 | 1.18 |
| SECURITY** | ( 2) | .5 | | | .04 | | | ( 41) | .2 | .1 | .8 | .01 | .01 | .03 |
| GROUNDS MAINTENANCE** | ( 11) | .9 | .3 | 1.5 | .06 | .03 | .11 | ( 116) | 2.6 | 1.1 | 4.6 | .15 | .07 | .27 |
| MAINTENANCE-REPAIRS | ( 12) | 4.6 | 3.0 | 5.8 | .27 | .20 | .29 | ( 124) | 4.8 | 3.1 | 7.4 | .29 | .18 | .40 |
| PAINTING/DECORATING** | ( 11) | .8 | .6 | 1.2 | .05 | .03 | .09 | ( 120) | 1.8 | .9 | 2.6 | .09 | .05 | .15 |
| SUBTOTAL MAINTENANCE | ( 12) | 6.9% | 4.1% | 9.0% | .39 | .37 | .48 | ( 124) | 9.7% | 6.7% | 13.4% | .58 | .39 | .81 |
| REAL ESTATE TAXES | ( 12) | 7.4 | 5.6 | 8.3 | .41 | .33 | .54 | ( 120) | 6.2 | 4.8 | 9.5 | .37 | .27 | .56 |
| OTHER TAX/FEE/PERMIT | ( 10) | .4 | | | .03 | | | ( 98) | .5 | .1 | 1.1 | .03 | .01 | .08 |
| INSURANCE | ( 12) | 4.8 | 3.1 | 5.3 | .30 | .17 | .42 | ( 123) | 3.2 | 2.4 | 4.2 | .18 | .14 | .27 |
| SUBTOTAL TAX-INSURNCE | ( 12) | 11.6% | 10.2% | 12.4% | .66 | .54 | .99 | ( 124) | 10.2% | 8.1% | 13.2% | .62 | .45 | .80 |
| RECREATNL/AMENITIES** | ( ) | | | | | | | ( 12) | .7 | .3 | .9 | .04 | .01 | .05 |
| OTHER PAYROLL** | ( 12) | 5.2 | 3.7 | 8.9 | .39 | .30 | .45 | ( 109) | 6.1 | 4.3 | 7.7 | .35 | .24 | .43 |
| TOTAL ALL EXPENSES | ( 12) | 64.0% | 38.3% | 66.8% | 3.15 | 2.81 | 3.91 | ( 124) | 62.9% | 42.7% | 71.8% | 3.32 | 2.73 | 3.66 |
| NET OPERATING INCOME | ( 12) | 55.7% | 33.0% | 61.6% | 3.03 | 2.11 | 4.54 | ( 124) | 33.9% | 25.3% | 56.0% | 1.62 | 1.09 | 3.89 |
| PAYROLL RECAP** | ( 11) | 9.7 | 6.6 | 10.6 | .61 | .51 | .64 | ( 116) | 11.2 | 8.3 | 13.9 | .61 | .51 | .72 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

| | REGION 3<br>GARDEN BUILDINGS<br>SECTION 221(D)3 | | | | | | | REGION 3<br>GARDEN BUILDINGS<br>SECTION 236 | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | 15 BUILDINGS 2,246 APARTMENTS<br>2,044,121 RENTABLE SQUARE FEET | | | | | | | 53 BUILDINGS 8,688 APARTMENTS<br>7,131,334 RENTABLE SQUARE FEET | | | | | | |
| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
| INCOME | | MED | LOW | HIGH | MED | LOW | HIGH | | MED | LOW | HIGH | MED | LOW | HIGH |
| RENTS-APARTMENTS | (15) | 97.5% | 96.2% | 98.4% | 5.18 | 4.50 | 5.70 | (53) | 97.1% | 95.8% | 97.9% | 4.40 | 3.83 | 4.82 |
| RENTS-GARAGE/PARKING | ( ) | | | | | | | (2) | 3.9 | | | .16 | | |
| RENTS-STORES/OFFICES | ( ) | | | | | | | (2) | .4 | | | .02 | | |
| GROSS POSSIBLE RENTS | (15) | 97.5% | 96.2% | 98.4% | 5.18 | 4.50 | 5.70 | (53) | 97.1% | 95.8% | 97.9% | 4.40 | 3.83 | 4.82 |
| VACANCIES/RENT LOSS | (14) | 2.1 | 1.0 | 5.2 | .14 | .04 | .28 | (51) | 2.1 | .9 | 3.4 | .10 | .04 | .16 |
| TOTAL RENTS COLLECTED | (15) | 94.1 | 92.3 | 96.3 | 4.90 | 4.21 | 5.56 | (53) | 94.7 | 92.8 | 95.9 | 4.21 | 3.81 | 4.57 |
| OTHER INCOME | (15) | 2.5 | 1.6 | 3.7 | .13 | .08 | .15 | (53) | 2.9 | 2.1 | 4.2 | .12 | .10 | .19 |
| GROSS POSSIBLE INCOME | (15) | 100.0% | 100.0% | 100.0% | 5.31 | 4.62 | 5.72 | (53) | 100.0% | 100.0% | 100.0% | 4.58 | 3.92 | 4.95 |
| TOTAL COLLECTIONS | (15) | 97.9 | 94.8 | 99.0 | 5.03 | 4.50 | 5.58 | (53) | 97.9 | 96.6 | 99.1 | 4.33 | 3.88 | 4.78 |
| EXPENSES | | | | | | | | | | | | | | |
| MANAGEMENT FEE | (15) | 6.0 | 5.4 | 6.5 | .32 | .25 | .37 | (53) | 6.6 | 6.0 | 7.2 | .30 | .26 | .33 |
| OTHER ADMINISTRTVE.** | (15) | 6.7 | 4.9 | 9.2 | .30 | .22 | .58 | (53) | 9.9 | 8.2 | 12.8 | .44 | .37 | .62 |
| SUBTOTAL ADMINIST. | (15) | 12.7% | 10.4% | 15.0% | .56 | .47 | .90 | (53) | 16.6% | 14.7% | 19.0% | .72 | .58 | .96 |
| SUPPLIES | (12) | .4 | .2 | 1.0 | .02 | .01 | .07 | (50) | .6 | .3 | .8 | .03 | .01 | .04 |
| HEATING FUEL-CA ONLY* | (1) | .3 | | | .01 | | | (7) | 2.1 | | | .09 | | |
| CA & APTS.* | (14) | 7.4 | 5.6 | 10.1 | .44 | .27 | .47 | (30) | 7.5 | 6.0 | 10.8 | .40 | .24 | .52 |
| ELECTRICITY--CA ONLY* | (8) | 2.3 | | | .11 | | | (25) | 2.8 | 1.7 | 4.3 | .12 | .06 | .19 |
| CA & APTS.* | (7) | 11.6 | | | .60 | | | (25) | 10.1 | 6.9 | 12.6 | .45 | .27 | .72 |
| WATER/SEWER--CA ONLY* | ( ) | | | | | | | (1) | 5.8 | | | .25 | | |
| CA & APTS.* | (15) | 6.8 | 3.5 | 7.5 | .29 | .19 | .37 | (52) | 5.4 | 4.0 | 6.7 | .24 | .18 | .32 |
| GAS----------CA ONLY* | (1) | .7 | | | .02 | | | (12) | .4 | .1 | 1.3 | .01 | .00 | .06 |
| CA & APTS.* | (14) | 3.7 | 2.4 | 4.9 | .20 | .11 | .27 | (26) | 3.4 | 2.3 | 5.5 | .17 | .11 | .22 |
| BUILDING SERVICES | (10) | 1.5 | | | .09 | | | (51) | 2.0 | 1.6 | 2.6 | .09 | .07 | .11 |
| OTHER OPERATING | (11) | .3 | .1 | 2.4 | .01 | .00 | .11 | (30) | .5 | .1 | .7 | .02 | .00 | .03 |
| SUBTOTAL OPERATING | (15) | 24.6% | 20.5% | 31.0% | 1.31 | .95 | 1.64 | (53) | 23.1% | 12.2% | 30.1% | .92 | .49 | 1.34 |
| SECURITY** | (5) | .3 | | | .01 | | | (20) | .2 | .1 | .5 | .01 | .00 | .02 |
| GROUNDS MAINTENANCE** | (12) | 2.6 | .6 | 3.2 | .14 | .03 | .16 | (52) | 3.1 | 1.4 | 5.0 | .15 | .06 | .24 |
| MAINTENANCE-REPAIRS | (15) | 8.1 | 4.3 | 8.8 | .36 | .23 | .51 | (53) | 5.8 | 3.8 | 8.5 | .27 | .18 | .40 |
| PAINTING/DECORATING** | (15) | 1.2 | .6 | 1.8 | .06 | .03 | .10 | (52) | 2.1 | 1.4 | 2.9 | .09 | .06 | .14 |
| SUBTOTAL MAINTENANCE | (15) | 13.0% | 7.5% | 14.4% | .61 | .36 | .72 | (53) | 11.1% | 8.0% | 17.5% | .52 | .33 | .80 |
| REAL ESTATE TAXES | (13) | 5.6 | 4.8 | 5.8 | .26 | .20 | .33 | (53) | 7.9 | 5.5 | 12.1 | .37 | .26 | .53 |
| OTHER TAX/FEE/PERMIT | (13) | .5 | .1 | 1.9 | .03 | .00 | .08 | (42) | .4 | .1 | 1.0 | .02 | .01 | .04 |
| INSURANCE | (14) | 3.6 | 1.9 | 4.6 | .19 | .11 | .21 | (53) | 3.4 | 2.8 | 4.3 | .15 | .13 | .19 |
| SUBTOTAL TAX-INSURNCE | (15) | 9.5% | 6.7% | 11.1% | .45 | .33 | .57 | (53) | 12.7% | 9.3% | 17.3% | .58 | .42 | .75 |
| RECREATNL/AMENITIES** | (2) | .7 | | | .03 | | | (8) | .5 | | | .04 | | |
| OTHER PAYROLL** | (10) | 7.2 | | | .37 | | | (52) | 7.4 | 6.1 | 9.0 | .35 | .26 | .41 |
| TOTAL ALL EXPENSES | (15) | 65.5% | 54.4% | 73.1% | 3.17 | 2.71 | 3.75 | (53) | 71.8% | 68.5% | 76.1% | 3.28 | 2.81 | 3.48 |
| NET OPERATING INCOME | (15) | 30.4% | 24.4% | 37.9% | 1.62 | 1.15 | 1.79 | (53) | 25.3% | 20.1% | 27.6% | 1.09 | .92 | 1.33 |
| PAYROLL RECAP** | (15) | 10.9 | 8.2 | 12.3 | .61 | .28 | .66 | (51) | 13.5 | 11.4 | 16.0 | .61 | .51 | .72 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

REGION 3

GARDEN BUILDINGS
SECT. 8 - FAMILY

50 BUILDINGS 5,722 APARTMENTS
4,655,210 RENTABLE SQUARE FEET

| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
|---|---|---|---|---|---|---|---|
| | | MED | LOW | HIGH | MED | LOW | HIGH |
| INCOME | | | | | | | |
| RENTS-APARTMENTS | ( 50) | 98.8% | 98.1% | 99.2% | 7.31 | 5.85 | 9.13 |
| RENTS-GARAGE/PARKING | ( ) | | | | | | |
| RENTS-STORES/OFFICES | ( ) | | | | | | |
| GROSS POSSIBLE RENTS | ( 50) | 98.8% | 98.1% | 99.2% | 7.31 | 5.85 | 9.13 |
| VACANCIES/RENT LOSS | ( 44) | .9 | .4 | 1.8 | .07 | .03 | .14 |
| TOTAL RENTS COLLECTED | ( 50) | 97.9 | 96.6 | 98.7 | 7.28 | 5.79 | 8.98 |
| OTHER INCOME | ( 50) | 1.2 | .8 | 1.9 | .09 | .07 | .15 |
| GROSS POSSIBLE INCOME | ( 50) | 100.0% | 100.0% | 100.0% | 7.41 | 6.03 | 9.32 |
| TOTAL COLLECTIONS | ( 50) | 99.2 | 98.3 | 99.7 | 7.40 | 5.99 | 9.12 |
| EXPENSES | | | | | | | |
| MANAGEMENT FEE | ( 50) | 5.2 | 4.3 | 6.2 | .38 | .30 | .47 |
| OTHER ADMINISTRTVE.** | ( 50) | 7.2 | 5.5 | 8.2 | .50 | .42 | .57 |
| SUBTOTAL ADMINIST. | ( 50) | 12.0% | 10.8% | 13.4% | .88 | .77 | 1.02 |
| SUPPLIES | ( 46) | .4 | .2 | .7 | .03 | .02 | .06 |
| HEATING FUEL-CA ONLY* | ( 22) | .8 | .4 | 1.3 | .07 | .03 | .10 |
| CA & APTS.* | ( 13) | 3.1 | 1.6 | 12.4 | .56 | .16 | .64 |
| ELECTRICITY--CA ONLY* | ( 48) | 1.3 | .9 | 2.0 | .09 | .06 | .14 |
| CA & APTS.* | ( 1) | 10.0 | | | .69 | | |
| WATER/SEWER--CA ONLY* | ( 2) | 12.2 | | | .63 | | |
| CA & APTS.* | ( 48) | 3.4 | 2.6 | 4.4 | .26 | .20 | .34 |
| GAS----------CA ONLY* | ( 14) | .3 | .1 | .5 | .02 | .01 | .04 |
| CA & APTS.* | ( 4) | 4.1 | | | .28 | | |
| BUILDING SERVICES | ( 41) | 1.0 | .6 | 1.3 | .08 | .06 | .10 |
| OTHER OPERATING | ( 18) | .1 | .0 | 1.3 | .01 | .00 | .10 |
| SUBTOTAL OPERATING | ( 50) | 7.6% | 5.9% | 8.9% | .56 | .46 | .83 |
| SECURITY** | ( 15) | .2 | .1 | 1.2 | .02 | .01 | .08 |
| GROUNDS MAINTENANCE** | ( 47) | 2.4 | 1.2 | 4.6 | .20 | .10 | .36 |
| MAINTENANCE-REPAIRS | ( 50) | 3.5 | 2.0 | 5.2 | .27 | .17 | .37 |
| PAINTING/DECORATING** | ( 48) | 1.2 | .5 | 2.3 | .08 | .04 | .16 |
| SUBTOTAL MAINTENANCE | ( 50) | 8.4% | 5.0% | 11.0% | .58 | .41 | .83 |
| REAL ESTATE TAXES | ( 48) | 5.6 | 3.9 | 7.5 | .44 | .31 | .57 |
| OTHER TAX/FEE/PERMIT | ( 41) | .7 | .1 | 1.1 | .06 | .02 | .09 |
| INSURANCE | ( 50) | 3.1 | 2.3 | 4.0 | .27 | .16 | .30 |
| SUBTOTAL TAX-INSURNCE | ( 50) | 9.5% | 8.1% | 11.5% | .72 | .57 | .91 |
| RECREATNL/AMENITIES** | ( 2) | 1.1 | | | .11 | | |
| OTHER PAYROLL** | ( 42) | 4.4 | 3.1 | 5.9 | .32 | .23 | .46 |
| TOTAL ALL EXPENSES | ( 50) | 41.8% | 35.5% | 49.0% | 3.34 | 2.69 | 3.69 |
| NET OPERATING INCOME | ( 50) | 57.5% | 49.6% | 64.1% | 4.02 | 3.17 | 5.68 |
| PAYROLL RECAP** | ( 44) | 8.3 | 7.2 | 9.9 | .61 | .51 | .71 |

REGION 3

GARDEN BUILDINGS
ALL FAMILY/NONELDERLY

118 BUILDINGS 16,656 APARTMENTS
13,830,665 RENTABLE SQUARE FEET

| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
|---|---|---|---|---|---|---|---|
| | | MED | LOW | HIGH | MED | LOW | HIGH |
| INCOME | | | | | | | |
| RENTS-APARTMENTS | ( 118) | 97.9% | 96.6% | 98.8% | 5.18 | 4.38 | 7.06 |
| RENTS-GARAGE/PARKING | ( 2) | 3.9 | | | .16 | | |
| RENTS-STORES/OFFICES | ( 2) | .4 | | | .02 | | |
| GROSS POSSIBLE RENTS | ( 118) | 97.9% | 96.7% | 98.8% | 5.18 | 4.38 | 7.07 |
| VACANCIES/RENT LOSS | ( 109) | 1.4 | .7 | 2.8 | .08 | .03 | .16 |
| TOTAL RENTS COLLECTED | ( 118) | 96.0 | 93.8 | 97.9 | 5.07 | 4.20 | 6.92 |
| OTHER INCOME | ( 118) | 2.1 | 1.2 | 3.3 | .11 | .08 | .19 |
| GROSS POSSIBLE INCOME | ( 118) | 100.0% | 100.0% | 100.0% | 5.27 | 4.58 | 7.20 |
| TOTAL COLLECTIONS | ( 118) | 98.8 | 97.3 | 99.5 | 5.17 | 4.33 | 7.02 |
| EXPENSES | | | | | | | |
| MANAGEMENT FEE | ( 118) | 6.1 | 5.1 | 6.7 | .32 | .27 | .38 |
| OTHER ADMINISTRTVE.** | ( 118) | 8.2 | 6.1 | 10.7 | .46 | .34 | .60 |
| SUBTOTAL ADMINIST. | ( 118) | 13.8% | 11.7% | 17.7% | .84 | .62 | .98 |
| SUPPLIES | ( 108) | .5 | .3 | .8 | .03 | .02 | .04 |
| HEATING FUEL-CA ONLY* | ( 30) | 1.0 | .4 | 1.8 | .07 | .03 | .10 |
| CA & APTS.* | ( 57) | 7.3 | 5.1 | 10.7 | .40 | .23 | .52 |
| ELECTRICITY--CA ONLY* | ( 81) | 1.7 | 1.0 | 2.5 | .10 | .06 | .16 |
| CA & APTS.* | ( 33) | 10.2 | 6.9 | 12.6 | .50 | .31 | .72 |
| WATER/SEWER--CA ONLY* | ( 3) | 5.8 | | | .25 | | |
| CA & APTS.* | ( 115) | 4.6 | 3.1 | 6.1 | .26 | .18 | .33 |
| GAS----------CA ONLY* | ( 27) | .3 | .1 | .6 | .02 | .01 | .04 |
| CA & APTS.* | ( 44) | 3.4 | 2.3 | 4.9 | .17 | .11 | .24 |
| BUILDING SERVICES | ( 102) | 1.5 | 1.0 | 2.1 | .08 | .06 | .10 |
| OTHER OPERATING | ( 59) | .3 | .1 | .8 | .01 | .00 | .04 |
| SUBTOTAL OPERATING | ( 118) | 13.6% | 7.6% | 26.2% | .79 | .48 | 1.24 |
| SECURITY** | ( 40) | .2 | .1 | .7 | .01 | .01 | .03 |
| GROUNDS MAINTENANCE** | ( 111) | 2.7 | 1.2 | 4.6 | .16 | .07 | .28 |
| MAINTENANCE-REPAIRS | ( 118) | 4.8 | 3.0 | 7.6 | .27 | .18 | .38 |
| PAINTING/DECORATING** | ( 115) | 1.8 | .8 | 2.5 | .09 | .05 | .14 |
| SUBTOTAL MAINTENANCE | ( 118) | 10.0% | 6.7% | 13.5% | .57 | .37 | .81 |
| REAL ESTATE TAXES | ( 114) | 6.2 | 4.8 | 9.8 | .37 | .27 | .56 |
| OTHER TAX/FEE/PERMIT | ( 96) | .5 | .1 | 1.1 | .03 | .01 | .08 |
| INSURANCE | ( 117) | 3.3 | 2.4 | 4.3 | .18 | .14 | .27 |
| SUBTOTAL TAX-INSURNCE | ( 118) | 10.3% | 8.1% | 13.8% | .62 | .45 | .80 |
| RECREATNL/AMENITIES** | ( 12) | .7 | .3 | .9 | .04 | .01 | .05 |
| OTHER PAYROLL** | ( 104) | 6.2 | 4.3 | 7.8 | .34 | .24 | .43 |
| TOTAL ALL EXPENSES | ( 118) | 64.1% | 43.4% | 72.1% | 3.29 | 2.72 | 3.66 |
| NET OPERATING INCOME | ( 118) | 31.8% | 25.0% | 54.7% | 1.61 | 1.09 | 3.79 |
| PAYROLL RECAP** | ( 110) | 11.2 | 8.3 | 13.9 | .61 | .51 | .72 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

| | REGION 4<br>ELEVATOR BUILDINGS<br>27 BUILDINGS 3,572 APARTMENTS<br>2,104,597 RENTABLE SQUARE FEET | | | | | | | REGION 4<br>ELEVATOR BUILDINGS<br>SECT. 8 - ELDERLY/HAND.<br>17 BUILDINGS 2,128 APARTMENTS<br>1,325,622 RENTABLE SQUARE FEET | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
| | | MED | LOW | HIGH | MED | LOW | HIGH | | MED | LOW | HIGH | MED | LOW | HIGH |
| INCOME | | | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 27) | 99.1% | 97.7% | 99.6% | 9.85 | 7.43 | 11.11 | ( 17) | 99.4% | 97.5% | 99.6% | 9.85 | 7.55 | 11.23 |
| RENTS-GARAGE/PARKING | ( 1) | .7 | | | .08 | | | ( ) | | | | | | |
| RENTS-STORES/OFFICES | ( 5) | 3.1 | | | .24 | | | ( 5) | 3.1 | | | .24 | | |
| GROSS POSSIBLE RENTS | ( 27) | 99.5% | 98.7% | 99.6% | 9.85 | 7.43 | 11.11 | ( 17) | 99.6% | 98.9% | 99.7% | 9.85 | 7.79 | 11.23 |
| VACANCIES/RENT LOSS | ( 26) | .4 | .1 | 1.0 | .04 | .01 | .10 | ( 16) | .4 | .1 | 1.0 | .04 | .01 | .10 |
| TOTAL RENTS COLLECTED | ( 27) | 98.7 | 97.5 | 99.5 | 9.80 | 7.40 | 11.11 | ( 17) | 98.7 | 97.9 | 99.5 | 9.80 | 7.71 | 11.13 |
| OTHER INCOME | ( 26) | .5 | .4 | 1.3 | .06 | .03 | .12 | ( 16) | .5 | .4 | 1.1 | .05 | .03 | .12 |
| GROSS POSSIBLE INCOME | ( 27) | 100.0% | 100.0% | 100.0% | 9.96 | 7.46 | 11.17 | ( 17) | 100.0% | 100.0% | 100.0% | 9.96 | 7.81 | 11.52 |
| TOTAL COLLECTIONS | ( 27) | 99.6 | 99.0 | 99.9 | 9.92 | 7.43 | 11.11 | ( 17) | 99.7 | 99.0 | 100.0 | 9.92 | 7.74 | 11.41 |
| EXPENSES | | | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 24) | 6.0 | 4.9 | 6.5 | .57 | .42 | .63 | ( 16) | 5.9 | 4.5 | 6.3 | .57 | .44 | .62 |
| OTHER ADMINISTRTVE.** | ( 27) | 7.7 | 4.6 | 8.7 | .59 | .40 | .90 | ( 17) | 6.1 | 4.1 | 8.5 | .59 | .41 | .76 |
| SUBTOTAL ADMINIST. | ( 27) | 11.9% | 8.9% | 14.0% | 1.00 | .79 | 1.46 | ( 17) | 11.4% | 8.9% | 12.9% | .97 | .79 | 1.46 |
| SUPPLIES | ( 25) | .3 | .2 | .5 | .03 | .01 | .04 | ( 16) | .4 | .2 | .6 | .03 | .03 | .05 |
| HEATING FUEL-CA ONLY* | ( 6) | 1.9 | | | .21 | | | ( 4) | 4.5 | | | .33 | | |
| CA & APTS.* | ( 19) | 5.5 | 3.3 | 7.6 | .60 | .28 | .76 | ( 11) | 5.9 | 4.6 | 7.6 | .61 | .51 | .65 |
| ELECTRICITY--CA ONLY* | ( 7) | 2.8 | | | .29 | | | ( 5) | 3.1 | | | .36 | | |
| CA & APTS.* | ( 17) | 8.2 | 7.0 | 9.5 | .64 | .58 | 1.04 | ( 11) | 7.8 | 5.1 | 8.8 | .64 | .43 | .81 |
| WATER/SEWER--CA ONLY* | ( 2) | 2.0 | | | .14 | | | ( 2) | 2.0 | | | .14 | | |
| CA & APTS.* | ( 24) | 1.8 | 1.5 | 3.7 | .18 | .13 | .23 | ( 14) | 1.7 | 1.5 | 2.0 | .17 | .13 | .23 |
| GAS-----------CA ONLY* | ( 5) | .1 | | | .01 | | | ( 4) | .1 | | | .01 | | |
| CA & APTS.* | ( 10) | .9 | | | .11 | | | ( 4) | 1.7 | | | .17 | | |
| BUILDING SERVICES | ( 22) | .7 | .5 | 1.2 | .07 | .04 | .11 | ( 16) | .7 | .6 | 1.2 | .08 | .07 | .10 |
| OTHER OPERATING | ( 21) | .2 | .1 | 1.0 | .03 | .01 | .07 | ( 13) | .2 | .1 | .4 | .02 | .01 | .05 |
| SUBTOTAL OPERATING | ( 27) | 16.2% | 9.6% | 20.1% | 1.51 | 1.10 | 1.79 | ( 17) | 16.2% | 9.6% | 19.5% | 1.52 | 1.10 | 1.76 |
| SECURITY** | ( 15) | 1.9 | .3 | 3.1 | .20 | .01 | .32 | ( 9) | 1.9 | | | .18 | | |
| GROUNDS MAINTENANCE** | ( 24) | .5 | .2 | .7 | .05 | .02 | .06 | ( 15) | .3 | .2 | .6 | .04 | .02 | .06 |
| MAINTENANCE-REPAIRS | ( 27) | 3.5 | 2.1 | 4.2 | .28 | .18 | .44 | ( 17) | 2.7 | 2.1 | 3.9 | .28 | .20 | .31 |
| PAINTING/DECORATING** | ( 26) | .8 | .2 | 1.3 | .07 | .02 | .12 | ( 16) | .8 | .6 | 1.7 | .08 | .04 | .13 |
| SUBTOTAL MAINTENANCE | ( 27) | 5.8% | 4.3% | 7.5% | .58 | .32 | .74 | ( 17) | 5.7% | 4.3% | 7.5% | .58 | .32 | .71 |
| REAL ESTATE TAXES | ( 20) | 7.2 | 4.8 | 8.5 | .67 | .44 | .79 | ( 15) | 7.2 | 4.5 | 8.2 | .67 | .42 | .72 |
| OTHER TAX/FEE/PERMIT | ( 17) | .7 | .2 | 1.5 | .05 | .02 | .13 | ( 11) | .7 | .4 | 1.2 | .05 | .04 | .08 |
| INSURANCE | ( 27) | 1.7 | 1.2 | 2.5 | .14 | .10 | .24 | ( 17) | 1.4 | 1.1 | 2.1 | .13 | .10 | .23 |
| SUBTOTAL TAX-INSURNCE | ( 27) | 8.2% | 3.9% | 10.3% | .80 | .42 | .88 | ( 17) | 8.2% | 6.7% | 10.4% | .81 | .66 | .96 |
| RECREATNL/AMENITIES** | ( 5) | 1.7 | | | .14 | | | ( 1) | 3.3 | | | .24 | | |
| OTHER PAYROLL** | ( 24) | 3.9 | 2.3 | 5.8 | .40 | .19 | .54 | ( 15) | 2.5 | 2.1 | 4.1 | .27 | .16 | .43 |
| TOTAL ALL EXPENSES | ( 27) | 45.5% | 38.6% | 52.2% | 4.08 | 3.37 | 4.79 | ( 17) | 45.5% | 39.2% | 51.4% | 4.09 | 3.67 | 4.79 |
| NET OPERATING INCOME | ( 27) | 53.5% | 46.4% | 60.5% | 4.97 | 3.66 | 7.06 | ( 17) | 53.5% | 47.3% | 60.5% | 4.80 | 3.98 | 7.06 |
| PAYROLL RECAP** | ( 25) | 8.4 | 7.2 | 11.0 | .81 | .61 | 1.08 | ( 15) | 8.1 | 6.2 | 9.6 | .78 | .49 | .89 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

| | REGION 4<br>ELEVATOR BUILDINGS<br>ALL ELDERLY/HANDICAPPED<br>22 BUILDINGS 2,695 APARTMENTS<br>1,614,802 RENTABLE SQUARE FEET | | | | | | | REGION 4<br>LOW RISE BUILDINGS<br>44 BUILDINGS 3,439 APARTMENTS<br>2,717,626 RENTABLE SQUARE FEET | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | BLDGS. | % OF GPTI | | | $/SQ.FT. | | | BLDGS. | % OF GPTI | | | $/SQ.FT. | | |
| | | MED | LOW | HIGH | MED | LOW | HIGH | | MED | LOW | HIGH | MED | LOW | HIGH |
| INCOME | | | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 22) | 99.4% | 98.5% | 99.6% | 10.22 | 7.95 | 11.49 | ( 44) | 98.6% | 97.1% | 99.3% | 5.45 | 3.92 | 7.24 |
| RENTS-GARAGE/PARKING | ( 1) | .7 | | | .08 | | | ( ) | | | | | | |
| RENTS-STORES/OFFICES | ( 5) | 3.1 | | | .24 | | | ( ) | | | | | | |
| GROSS POSSIBLE RENTS | ( 22) | 99.6% | 98.9% | 99.7% | 10.25 | 7.95 | 11.58 | ( 44) | 98.6% | 97.1% | 99.3% | 5.45 | 3.92 | 7.24 |
| VACANCIES/RENT LOSS | ( 21) | .4 | .1 | 1.0 | .04 | .01 | .10 | ( 39) | .5 | .2 | 1.7 | .04 | .01 | .11 |
| TOTAL RENTS COLLECTED | ( 22) | 99.1 | 97.5 | 99.5 | 10.15 | 7.95 | 11.54 | 44) | 97.5 | 95.3 | 98.6 | 5.42 | 3.87 | 7.24 |
| OTHER INCOME | ( 21) | .5 | .4 | 1.1 | .04 | .03 | .12 | ( 43) | 1.6 | .7 | 2.9 | .10 | .04 | .14 |
| GROSS POSSIBLE INCOME | ( 22) | 100.0% | 100.0% | 100.0% | 10.33 | 7.99 | 11.60 | ( 44) | 100.0% | 100.0% | 100.0% | 5.57 | 3.92 | 7.39 |
| TOTAL COLLECTIONS | ( 22) | 99.7 | 99.0 | 100.0 | 10.23 | 7.99 | 11.56 | ( 44) | 99.6 | 98.4 | 99.9 | 5.55 | 3.88 | 7.39 |
| EXPENSES | | | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 19) | 5.5 | 4.5 | 6.3 | .57 | .42 | .63 | ( 44) | 5.9 | 5.2 | 6.3 | .30 | .22 | .38 |
| OTHER ADMINISTRTVE.** | ( 22) | 6.1 | 4.1 | 8.7 | .66 | .38 | .90 | ( 44) | 8.3 | 5.6 | 10.0 | .38 | .31 | .52 |
| SUBTOTAL ADMINIST. | ( 22) | 10.7% | 8.8% | 12.9% | .97 | .79 | 1.49 | ( 44) | 13.5% | 11.0% | 16.1% | .74 | .57 | .88 |
| SUPPLIES | ( 20) | .3 | .2 | .5 | .03 | .02 | .05 | ( 39) | .2 | .1 | .4 | .01 | .01 | .02 |
| HEATING FUEL-CA ONLY* | ( 4) | 4.5 | | | .33 | | | ( 33) | .5 | .3 | 1.0 | .03 | .01 | .06 |
| CA & APTS.* | ( 16) | 5.9 | 3.8 | 7.6 | .61 | .51 | .85 | ( 5) | 6.3 | | | .23 | | |
| ELECTRICITY--CA ONLY* | ( 5) | 3.1 | | | .36 | | | ( 39) | 1.2 | .6 | 1.9 | .06 | .03 | .09 |
| CA & APTS.* | ( 14) | 8.2 | 5.9 | 9.5 | .68 | .44 | 1.04 | ( 5) | 1.5 | | | .17 | | |
| WATER/SEWER--CA ONLY* | ( 2) | 2.0 | | | .14 | | | ( 9) | .5 | | | .02 | | |
| CA & APTS.* | ( 19) | 1.7 | 1.3 | 2.0 | .17 | .13 | .20 | ( 34) | 3.2 | 1.6 | 5.1 | .15 | .12 | .21 |
| GAS----------CA ONLY* | ( 4) | .1 | | | .01 | | | ( 24) | .2 | .2 | .4 | .01 | .01 | .02 |
| CA & APTS.* | ( 7) | .9 | | | .11 | | | ( 4) | .6 | | | .03 | | |
| BUILDING SERVICES | ( 19) | .7 | .5 | 1.0 | .08 | .06 | .11 | ( 40) | 1.2 | .6 | 1.7 | .06 | .03 | .09 |
| OTHER OPERATING | ( 16) | .2 | .1 | 1.1 | .03 | .01 | .09 | ( 24) | .3 | .2 | 1.0 | .02 | .01 | .04 |
| SUBTOTAL OPERATING | ( 22) | 16.2% | 11.5% | 19.9% | 1.52 | 1.18 | 1.79 | ( 44) | 6.7% | 5.3% | 10.5% | .40 | .29 | .49 |
| SECURITY** | ( 13) | 1.9 | .4 | 3.7 | .20 | .05 | .37 | ( 8) | 1.6 | | | .11 | | |
| GROUNDS MAINTENANCE** | ( 19) | .3 | .2 | .6 | .04 | .02 | .06 | ( 44) | 1.4 | .8 | 2.1 | .07 | .04 | .08 |
| MAINTENANCE-REPAIRS | ( 22) | 3.4 | 2.1 | 3.9 | .28 | .18 | .39 | ( 44) | 3.4 | 1.9 | 6.1 | .21 | .11 | .27 |
| PAINTING/DECORATING** | ( 21) | .6 | .2 | 1.1 | .07 | .02 | .12 | ( 44) | 1.6 | .6 | 2.9 | .07 | .03 | .16 |
| SUBTOTAL MAINTENANCE | ( 22) | 5.7% | 4.3% | 7.5% | .58 | .32 | .74 | ( 44) | 7.1% | 3.9% | 12.0% | .39 | .24 | .55 |
| REAL ESTATE TAXES | ( 15) | 7.2 | 4.5 | 8.2 | .67 | .42 | .72 | ( 43) | 6.8 | 5.2 | 8.3 | .33 | .27 | .43 |
| OTHER TAX/FEE/PERMIT | ( 13) | .7 | .4 | 1.2 | .05 | .04 | .13 | ( 23) | .2 | .0 | .5 | .01 | .00 | .04 |
| INSURANCE | ( 22) | 1.7 | 1.2 | 2.5 | .14 | .10 | .23 | ( 44) | 2.7 | 2.1 | 3.5 | .14 | .12 | .23 |
| SUBTOTAL TAX-INSURNCE | ( 22) | 7.7% | 3.2% | 9.8% | .80 | .35 | .90 | ( 44) | 9.9% | 8.0% | 12.1% | .54 | .42 | .65 |
| RECREATNL/AMENITIES** | ( 4) | 2.8 | | | .24 | | | ( 4) | .4 | | | .04 | | |
| OTHER PAYROLL** | ( 20) | 3.9 | 2.3 | 5.0 | .40 | .19 | .57 | ( 35) | 5.5 | 4.1 | 7.7 | .31 | .24 | .34 |
| TOTAL ALL EXPENSES | ( 22) | 42.4% | 38.6% | 51.4% | 4.09 | 3.44 | 4.88 | ( 44) | 42.0% | 35.0% | 57.9% | 2.31 | 1.91 | 2.85 |
| NET OPERATING INCOME | ( 22) | 58.6% | 48.2% | 60.5% | 5.59 | 3.99 | 7.29 | ( 44) | 57.4% | 39.3% | 63.7% | 3.46 | 1.56 | 4.33 |
| PAYROLL RECAP** | ( 20) | 9.2 | 7.0 | 10.8 | .89 | .61 | 1.10 | ( 39) | 10.0 | 7.7 | 15.1 | .55 | .42 | .71 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

| | REGION 4<br>LOW RISE BUILDINGS<br>SECT. 8 - ELDERLY/HAND.<br>6 BUILDINGS 344 APARTMENTS<br>220,055 RENTABLE SQUARE FEET | | | | | | | REGION 4<br>LOW RISE BUILDINGS<br>SECTION 236<br>7 BUILDINGS 768 APARTMENTS<br>668,602 RENTABLE SQUARE FEET | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
| | | MED | LOW | HIGH | MED | LOW | HIGH | | MED | LOW | HIGH | MED | LOW | HIGH |
| INCOME | | | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 6) | 98.0% | | | 7.75 | | | ( 7) | 96.6% | | | 3.01 | | |
| RENTS-GARAGE/PARKING | ( ) | - | | | | | | ( ) | | | | | | |
| RENTS-STORES/OFFICES | ( ) | | | | | | | ( ) | | | | | | |
| GROSS POSSIBLE RENTS | ( 6) | 98.0% | | | 7.75 | | | ( 7) | 96.6% | | | 3.01 | | |
| VACANCIES/RENT LOSS | ( 6) | .7 | | | .06 | | | ( 7) | 1.4 | | | .05 | | |
| TOTAL RENTS COLLECTED | ( 6) | 96.9 | | | 7.74 | | | ( 7) | 95.1 | | | 2.85 | | |
| OTHER INCOME | ( 6) | 2.2 | | | .17 | | | ( 7) | 3.4 | | | .10 | | |
| GROSS POSSIBLE INCOME | ( 6) | 100.0% | | | 7.93 | | | ( 7) | 100.0% | | | 3.12 | | |
| TOTAL COLLECTIONS | ( 6) | 99.5 | | | 7.92 | | | ( 7) | 98.6 | | | 2.99 | | |
| EXPENSES | | | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 6) | 5.6 | | | .44 | | | ( 7) | 6.4 | | | .19 | | |
| OTHER ADMINISTRTVE.** | ( 6) | 7.1 | | | .51 | | | ( 7) | 13.7 | | | .38 | | |
| SUBTOTAL ADMINIST. | ( 6) | 13.1% | | | 1.04 | | | ( 7) | 19.6% | | | .56 | | |
| SUPPLIES | ( 5) | .2 | | | .02 | | | ( 7) | .4 | | | .01 | | |
| HEATING FUEL-CA ONLY* | ( 5) | 2.5 | | | .16 | | | ( 6) | .4 | | | .01 | | |
| CA & APTS.* | ( 1) | 7.3 | | | .90 | | | ( 1) | 6.3 | | | .23 | | |
| ELECTRICITY--CA ONLY* | ( 5) | 1.3 | | | .08 | | | ( 6) | 2.0 | | | .07 | | |
| CA & APTS.* | ( 1) | 1.4 | | | .17 | | | ( 1) | 1.5 | | | .05 | | |
| WATER/SEWER--CA ONLY* | ( 1) | .1 | | | .01 | | | ( ) | | | | | | |
| CA & APTS.* | ( 5) | 1.1 | | | .09 | | | ( 7) | 6.4 | | | .18 | | |
| GAS----------CA ONLY* | ( 5) | .2 | | | .01 | | | ( 5) | .2 | | | .01 | | |
| CA & APTS.* | ( ) | | | | | | | ( ) | | | | | | |
| BUILDING SERVICES | ( 5) | .4 | | | .03 | | | ( 5) | 1.3 | | | .04 | | |
| OTHER OPERATING | ( 5) | .3 | | | .02 | | | ( 3) | 1.2 | | | .04 | | |
| SUBTOTAL OPERATING | ( 6) | 6.3% | | | .51 | | | ( 7) | 12.1% | | | .38 | | |
| SECURITY** | ( ) | | | | | | | ( 3) | .6 | | | .02 | | |
| GROUNDS MAINTENANCE** | ( 6) | .5 | | | .04 | | | ( 7) | 2.0 | | | .06 | | |
| MAINTENANCE-REPAIRS | ( 6) | 3.5 | | | .26 | | | ( 7) | 5.3 | | | .21 | | |
| PAINTING/DECORATING** | ( 6) | 1.0 | | | .06 | | | ( 7) | 1.6 | | | .05 | | |
| SUBTOTAL MAINTENANCE | ( 6) | 5.4% | | | .39 | | | ( 7) | 11.0% | | | .33 | | |
| REAL ESTATE TAXES | ( 6) | 5.3 | | | .43 | | | ( 7) | 8.8 | | | .27 | | |
| OTHER TAX/FEE/PERMIT | ( 4) | .5 | | | .04 | | | ( 3) | .0 | | | .00 | | |
| INSURANCE | ( 6) | 2.8 | | | .22 | | | ( 7) | 5.3 | | | .13 | | |
| SUBTOTAL TAX-INSURNCE | ( 6) | 8.7% | | | .69 | | | ( 7) | 14.6% | | | .50 | | |
| RECREATNL/AMENITIES** | ( ) | | | | | | | ( ) | | | | | | |
| OTHER PAYROLL** | ( 5) | 3.1 | | | .23 | | | ( 7) | 9.0 | | | .25 | | |
| TOTAL ALL EXPENSES | ( 6) | 35.0% | | | 2.83 | | | ( 7) | 62.3% | | | 1.94 | | |
| NET OPERATING INCOME | ( 6) | 65.2% | | | 5.17 | | | ( 7) | 32.7% | | | 1.06 | | |
| PAYROLL RECAP** | ( 6) | 9.9 | | | .64 | | | ( 7) | 19.0 | | | .52 | | |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

| | REGION 4<br>LOW RISE BUILDINGS<br>SECT. 8 - FAMILY<br>24 BUILDINGS 1,810 APARTMENTS<br>1,467,385 RENTABLE SQUARE FEET | | | | | | | REGION .<br>LOW RISE BUILDINGS<br>ALL ELDERLY/HANDICAPPED<br>11 BUILDINGS 755 APARTMENTS<br>495,884 RENTABLE SQUARE FEET | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
| | | MED | LOW | HIGH | MED | LOW | HIGH | | MED | LOW | HIGH | MED | LOW | HIGH |
| INCOME | | | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 24) | 99.0% | 97.8% | 99.4% | 5.07 | 4.29 | 5.79 | ( 11) | 98.0% | 97.0% | 98.9% | 7.75 | 6.36 | 8.36 |
| RENTS-GARAGE/PARKING | ( ) | | | | | | | ( ) | | | | | | |
| RENTS-STORES/OFFICES | ( ) | | | | | | | ( ) | | | | | | |
| GROSS POSSIBLE RENTS | ( 24) | 99.0% | 97.8% | 99.4% | 5.07 | 4.29 | 5.79 | ( 11) | 98.0% | 97.0% | 98.9% | 7.75 | 6.36 | 8.36 |
| VACANCIES/RENT LOSS | ( 20) | .4 | .2 | 1.0 | .02 | .01 | .04 | ( 10) | .5 | | | .05 | | |
| TOTAL RENTS COLLECTED | ( 24) | 98.1 | 96.5 | 99.0 | 5.06 | 3.96 | 5.79 | ( 11) | 97.0 | 96.5 | 98. | 7.74 | 6.25 | 8.34 |
| OTHER INCOME | ( 23) | 1.2 | .6 | 2.2 | .06 | .03 | .12 | ( 11) | 2.0 | .4 | 2.6 | .14 | .04 | .18 |
| GROSS POSSIBLE INCOME | ( 24) | 100.0% | 100.0% | 100.0% | 5.19 | 4.34 | 5.93 | ( 11) | 100.0% | 100.0% | 100.0% | 7.93 | 6.55 | 8.39 |
| TOTAL COLLECTIONS | ( 24) | 99.7 | 99.1 | 99.9 | 5.17 | 3.96 | 5.93 | ( 11) | 99.6 | 98.9 | 99.8 | 7.92 | 6.42 | 8.37 |
| EXPENSES | | | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 24) | 5.8 | 5.3 | 6.1 | .30 | .23 | .36 | ( 11) | 5.6 | 3.9 | 6.0 | .40 | .29 | .44 |
| OTHER ADMINISTRTVE.** | ( 24) | 7.8 | 5.6 | 8.6 | .37 | .29 | .47 | ( 11) | 6.3 | 4.4 | 9.5 | .51 | .33 | .64 |
| SUBTOTAL ADMINIST. | ( 24) | 13.5% | 11.9% | 14.6% | .71 | .60 | .82 | ( 11) | 12.6% | 10.4% | 13.1% | .92 | .83 | 1.06 |
| SUPPLIES | ( 21) | .2 | .1 | .4 | .01 | .01 | .02 | ( 10) | .2 | | | .02 | | |
| HEATING FUEL-CA ONLY* | ( 17) | .5 | .3 | .8 | .03 | .01 | .04 | ( 8) | 1.9 | | | .13 | | |
| CA & APTS.* | ( 1) | 6.8 | | | .30 | | | ( 3) | 2.7 | | | .23 | | |
| ELECTRICITY--CA ONLY* | ( 23) | .8 | .4 | 1.3 | .04 | .02 | .08 | ( 8) | 1.7 | | | .13 | | |
| CA & APTS.* | ( 1) | .7 | | | .05 | | | ( 3) | 5.5 | | | .41 | | |
| WATER/SEWER--CA ONLY* | ( 6) | 2.4 | | | .12 | | | ( 2) | 2.1 | | | .14 | | |
| CA & APTS.* | ( 17) | 3.8 | 2.4 | 5.1 | .18 | .13 | .24 | ( 9) | 1.1 | | | .09 | | |
| GAS-----------CA ONLY* | ( 13) | .2 | .2 | .4 | .01 | .01 | .02 | ( 6) | .4 | | | .02 | | |
| CA & APTS.* | ( 1) | .6 | | | .03 | | | ( 3) | .3 | | | .03 | | |
| BUILDING SERVICES | ( 23) | 1.3 | .9 | 2.5 | .07 | .05 | .10 | ( 10) | .6 | | | .04 | | |
| OTHER OPERATING | ( 13) | .3 | .2 | 1.0 | .02 | .01 | .05 | ( 8) | .2 | | | .02 | | |
| SUBTOTAL OPERATING | ( 24) | 6.4% | 4.4% | 9.0% | .40 | .26 | .47 | ( 11) | 6.6% | 5.7% | 8.4% | .51 | .47 | .63 |
| SECURITY** | ( 4) | 1.6 | | | .15 | | | ( 1) | 3.8 | | | .34 | | |
| GROUNDS MAINTENANCE** | ( 24) | 1.6 | 1.2 | 2.1 | .08 | .05 | .11 | ( 11) | .5 | .2 | 1.1 | .04 | .02 | .07 |
| MAINTENANCE-REPAIRS | ( 24) | 2.9 | 1.5 | 6.5 | .17 | .11 | .24 | ( 11) | 2.8 | 2.0 | 3.5 | .23 | .16 | .26 |
| PAINTING/DECORATING** | ( 24) | 1.7 | 1.0 | 2.5 | .09 | .04 | .17 | ( 11) | .7 | .3 | 1.0 | .05 | .02 | .06 |
| SUBTOTAL MAINTENANCE | ( 24) | 7.1% | 3.7% | 14.3% | .39 | .22 | .56 | ( 11) | 4.9% | 3.0% | 6.9% | .35 | .27 | .55 |
| REAL ESTATE TAXES | ( 24) | 7.5 | 5.2 | 8.3 | .33 | .28 | .39 | ( 10) | 5.3 | | | .43 | | |
| OTHER TAX/FEE/PERMIT | ( 12) | .2 | .0 | .7 | .01 | .00 | .04 | ( 7) | .4 | | | .03 | | |
| INSURANCE | ( 24) | 2.3 | 2.1 | 2.8 | .13 | .10 | .14 | ( 11) | 2.5 | 1.9 | 2.9 | .19 | .13 | .26 |
| SUBTOTAL TAX-INSURNCE | ( 24) | 9.4% | 8.0% | 11.1% | .53 | .42 | .62 | ( 11) | 8.0% | 6.7% | 9.8% | .67 | .43 | .74 |
| RECREATNL/AMENITIES** | ( 1) | .1 | | | .01 | | | ( 2) | 1.8 | | | .16 | | |
| OTHER PAYROLL** | ( 18) | 5.3 | 4.1 | 7.3 | .32 | .26 | .34 | ( 9) | 4.4 | | | .29 | | |
| TOTAL ALL EXPENSES | ( 24) | 41.4% | 34.6% | 48.0% | 2.24 | 1.91 | 2.71 | ( 11) | 35.3% | 33.6% | 39.5% | 2.83 | 2.31 | 3.40 |
| NET OPERATING INCOME | ( 24) | 58.5% | 48.6% | 63.7% | 2.97 | 1.98 | 3.92 | ( 11) | 63.0% | 57.3% | 65.2% | 5.17 | 4.09 | 5.47 |
| PAYROLL RECAP** | ( 20) | 8.7 | 7.7 | 11.9 | .55 | .42 | .66 | ( 11) | 9.9 | 4.9 | 10.9 | .65 | .39 | .93 |

FOOTNOTE For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

| | REGION 4<br>LOW RISE BUILDINGS<br>ALL FAMILY/NONELDERLY | | | | | | | REGION 4<br>GARDEN BUILDINGS | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | 33 BUILDINGS 2,684 APARTMENTS<br>2,221,742 RENTABLE SQUARE FEET | | | | | | | 308 BUILDINGS 28,656 APARTMENTS<br>22,037,064 RENTABLE SQUARE FEET | | | | | | |
| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
| INCOME | | MED | LOW | HIGH | MED | LOW | HIGH | | MED | LOW | HIGH | MED | LOW | HIGH |
| RENTS-APARTMENTS | ( 33) | 98.7% | 97.1% | 99.3% | 4.68 | 3.62 | 5.73 | ( 308) | 97.6% | 96.6% | 98.8% | 4.84 | 3.44 | 6.23 |
| RENTS-GARAGE/PARKING | ( ) | | | | | | | ( ) | | | | | | |
| RENTS-STORES/OFFICES | ( ) | | | | | | | ( 2) | 3.1 | | | .12 | | |
| GROSS POSSIBLE RENTS | ( 33) | 98.7% | 97.1% | 99.3% | 4.68 | 3.62 | 5.73 | ( 307) | 97.6% | 96.5% | 98.8% | 4.84 | 3.44 | 6.23 |
| VACANCIES/RENT LOSS | ( 29) | .9 | .2 | 4.1 | .03 | .01 | .13 | ( 281) | 1.3 | .5 | 3.6 | .06 | .03 | .16 |
| TOTAL RENTS COLLECTED | ( 33) | 97.5 | 94.0 | 98.7 | 4.43 | 3.54 | 5.71 | ( 308) | 96.1 | 93.4 | 97.8 | 4.77 | 3.34 | 6.15 |
| OTHER INCOME | ( 32) | 1.6 | .8 | 2.9 | .08 | .04 | .12 | ( 299) | 2.4 | 1.3 | 3.5 | .10 | .06 | .16 |
| GROSS POSSIBLE INCOME | ( 33) | 100.0% | 100.0% | 100.0% | 4.71 | 3.66 | 5.87 | ( 308) | 100.0% | 100.0% | 100.0% | 4.95 | 3.53 | 6.35 |
| TOTAL COLLECTIONS | ( 33) | 99.6 | 97.4 | 99.9 | 4.71 | 3.56 | 5.85 | ( 308) | 98.9 | 97.1 | 99.7 | 4.84 | 3.40 | 6.29 |
| EXPENSES | | | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 33) | 5.9 | 5.3 | 6.4 | .27 | .20 | .36 | ( 308) | 6.4 | 5.7 | 7.6 | .31 | .25 | .37 |
| OTHER ADMINISTRTVE.** | ( 33) | 8.3 | 5.7 | 10.9 | .37 | .28 | .47 | ( 307) | 8.1 | 5.9 | 10.7 | .38 | .28 | .50 |
| SUBTOTAL ADMINIST. | ( 33) | 13.9% | 12.0% | 16.3% | .65 | .56 | .80 | ( 308) | 14.5% | 12.0% | 17.9% | .68 | .56 | .87 |
| SUPPLIES | ( 29) | .2 | .1 | .4 | .01 | .01 | .02 | ( 294) | .2 | .1 | .4 | .01 | .01 | .02 |
| HEATING FUEL-CA ONLY* | ( 25) | .4 | .2 | .7 | .02 | .01 | .03 | ( 198) | .6 | .3 | 1.0 | .02 | .01 | .05 |
| CA & APTS.* | ( 2) | 6.8 | | | .30 | | | ( 44) | 6.5 | 1.5 | 9.2 | .26 | .06 | .40 |
| ELECTRICITY--CA ONLY* | ( 31) | 1.1 | .6 | 1.9 | .05 | .03 | .08 | ( 260) | 1.2 | .6 | 2.0 | .06 | .03 | .09 |
| CA & APTS.* | ( 2) | 1.5 | | | .05 | | | ( 36) | 1.9 | .9 | 3.0 | .08 | .05 | .19 |
| WATER/SEWER--CA ONLY* | ( 7) | .5 | | | .02 | | | ( 25) | .2 | .1 | .9 | .01 | .01 | .03 |
| CA & APTS.* | ( 25) | 3.9 | 2.5 | 5.4 | .18 | .13 | .24 | ( 281) | 3.9 | 2.5 | 6.0 | .18 | .13 | .26 |
| GAS-----------CA ONLY* | ( 18) | .2 | .2 | .4 | .01 | .01 | .02 | ( 179) | .2 | .1 | .4 | .01 | .01 | .02 |
| CA & APTS.* | ( 1) | .6 | | | .03 | | | ( 29) | .5 | .2 | 2.2 | .02 | .01 | .08 |
| BUILDING SERVICES | ( 30) | 1.4 | .9 | 2.5 | .07 | .04 | .10 | ( 209) | 1.3 | .7 | 2.0 | .06 | .03 | .10 |
| OTHER OPERATING | ( 16) | .5 | .2 | 1.1 | .03 | .01 | .05 | ( 174) | .8 | .2 | 1.6 | .04 | .01 | .09 |
| SUBTOTAL OPERATING | ( 33) | 6.7% | 4.4% | 11.7% | .37 | .26 | .47 | ( 308) | 8.2% | 5.3% | 12.1% | .38 | .29 | .50 |
| SECURITY** | ( 7) | .6 | | | .03 | | | ( 56) | .6 | .2 | 1.5 | .03 | .01 | .08 |
| GROUNDS MAINTENANCE** | ( 33) | 1.6 | 1.2 | 2.2 | .07 | .05 | .08 | ( 303) | 1.9 | .9 | 2.8 | .08 | .04 | .13 |
| MAINTENANCE-REPAIRS | ( 33) | 3.5 | 1.9 | 7.2 | .17 | .11 | .27 | ( 308) | 4.3 | 2.2 | 7.3 | .20 | .12 | .29 |
| PAINTING/DECORATING** | ( 33) | 1.7 | 1.0 | 4.2 | .08 | .04 | .16 | ( 307) | 1.4 | .7 | 2.9 | .07 | .04 | .12 |
| SUBTOTAL MAINTENANCE | ( 33) | 8.1% | 3.9% | 14.5% | .39 | .22 | .54 | ( 308) | 8.3% | 5.3% | 13.2% | .38 | .26 | .54 |
| REAL ESTATE TAXES | ( 33) | 7.4 | 5.6 | 8.7 | .32 | .27 | .40 | ( 302) | 6.3 | 4.5 | 8.8 | .29 | .22 | .41 |
| OTHER TAX/FEE/PERMIT | ( 16) | .1 | .0 | .7 | .00 | .00 | .04 | ( 162) | .4 | .1 | 1.7 | .03 | .00 | .08 |
| INSURANCE | ( 33) | 2.7 | 2.1 | 3.9 | .13 | .11 | .15 | ( 306) | 3.1 | 2.1 | 4.8 | .16 | .11 | .21 |
| SUBTOTAL TAX-INSURNCE | ( 33) | 10.2% | 8.4% | 13.1% | .50 | .41 | .62 | ( 308) | 10.2% | 7.4% | 13.8% | .48 | .38 | .62 |
| RECREATNL/AMENITIES** | ( 2) | .1 | | | .01 | | | ( 46) | .2 | .1 | .4 | .01 | .00 | .02 |
| OTHER PAYROLL** | ( 26) | 5.6 | 4.3 | 9.0 | .32 | .25 | .34 | ( 271) | 5.8 | 4.3 | 8.5 | .29 | .22 | .35 |
| TOTAL ALL EXPENSES | ( 33) | 44.4% | 36.2% | 61.1% | 2.18 | 1.89 | 2.53 | ( 308) | 49.9% | 37.4% | 64.4% | 2.27 | 1.96 | 2.67 |
| NET OPERATING INCOME | ( 33) | 53.8% | 34.8% | 62.2% | 2.19 | 1.20 | 3.66 | ( 308) | 48.0% | 32.2% | 61.9% | 2.21 | 1.10 | 3.93 |
| PAYROLL RECAP** | ( 28) | 11.3 | 7.9 | 18.8 | .55 | .43 | .66 | ( 264) | 11.4 | 8.3 | 15.6 | .52 | .42 | .67 |

FOOTNOTE For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

## REGION 4

GARDEN BUILDINGS
SECT. 8 - ELDERLY/HAND.

25 BUILDINGS 2,012 APARTMENTS
1,385,329 RENTABLE SQUARE FEET

| | BLDGS. | % OF GPTI MED | % OF GPTI LOW | % OF GPTI HIGH | $/SQ.FT. MED | $/SQ.FT. LOW | $/SQ.FT. HIGH |
|---|---|---|---|---|---|---|---|
| INCOME | | | | | | | |
| RENTS-APARTMENTS | ( 25) | 99.3% | 98.2% | 99.6% | 6.14 | 4.84 | 6.99 |
| RENTS-GARAGE/PARKING | ( ) | | | | | | |
| RENTS-STORES/OFFICES | ( ) | | | | | | |
| GROSS POSSIBLE RENTS | ( 25) | 99.3% | 98.2% | 99.6% | 6.14 | 4.84 | 6.99 |
| VACANCIES/RENT LOSS | ( 21) | .4 | .1 | 1.2 | .03 | .01 | .06 |
| TOTAL RENTS COLLECTED | ( 25) | 98.4 | 96.9 | 99.3 | 6.14 | 4.80 | 6.85 |
| OTHER INCOME | ( 25) | .7 | .4 | 1.8 | .06 | .02 | .10 |
| GROSS POSSIBLE INCOME | ( 25) | 100.0% | 100.0% | 100.0% | 6.16 | 4.96 | 7.01 |
| TOTAL COLLECTIONS | ( 25) | 99.7 | 99.1 | 99.9 | 6.16 | 4.81 | 6.96 |
| EXPENSES | | | | | | | |
| MANAGEMENT FEE | ( 25) | 6.0 | 5.3 | 6.9 | .34 | .30 | .42 |
| OTHER ADMINISTRTVE.** | ( 25) | 7.4 | 5.4 | 8.7 | .41 | .29 | .49 |
| SUBTOTAL ADMINIST. | ( 25) | 12.9% | 11.0% | 15.8% | .74 | .60 | .90 |
| SUPPLIES | ( 24) | .1 | .1 | .2 | .01 | .00 | .01 |
| HEATING FUEL-CA ONLY* | ( 18) | .5 | .3 | .8 | .04 | .02 | .06 |
| CA & APTS.* | ( 2) | 8.6 | | | .66 | | |
| ELECTRICITY--CA ONLY* | ( 21) | .8 | .5 | 1.6 | .05 | .04 | .10 |
| CA & APTS.* | ( 4) | .7 | | | .05 | | |
| WATER/SEWER--CA ONLY* | ( 2) | .1 | | | .01 | | |
| CA & APTS.* | ( 22) | 2.7 | 2.1 | 3.0 | .15 | .11 | .18 |
| GAS----------CA ONLY* | ( 14) | .2 | .2 | .4 | .02 | .01 | .02 |
| CA & APTS.* | ( 1) | .0 | | | .00 | | |
| BUILDING SERVICES | ( 18) | 1.0 | .8 | 1.2 | .07 | .05 | .08 |
| OTHER OPERATING | ( 13) | .4 | .1 | 1.4 | .03 | .01 | .09 |
| SUBTOTAL OPERATING | ( 25) | 5.4% | 4.5% | 7.6% | .32 | .26 | .46 |
| SECURITY** | ( 3) | 1.7 | | | .10 | | |
| GROUNDS MAINTENANCE** | ( 25) | 1.3 | .9 | 2.7 | .08 | .05 | .18 |
| MAINTENANCE-REPAIRS | ( 25) | 1.7 | 1.3 | 4.2 | .10 | .06 | .28 |
| PAINTING/DECORATING** | ( 24) | .8 | .3 | 1.3 | .05 | .02 | .09 |
| SUBTOTAL MAINTENANCE | ( 25) | 5.8% | 3.0% | 8.3% | .34 | .18 | .49 |
| REAL ESTATE TAXES | ( 25) | 5.7 | 4.1 | 7.2 | .34 | .24 | .44 |
| OTHER TAX/FEE/PERMIT | ( 11) | [illegible] | .0 | .6 | .03 | .00 | .04 |
| INSURANCE | ( 23) | 2.7 | 2.1 | 3.2 | .15 | .12 | .18 |
| SUBTOTAL TAX-INSURNCE | ( 25) | 8.2% | 7.1% | 10.2% | .52 | .40 | .58 |
| RECREATNL/AMENITIES** | ( 4) | .2 | | | .01 | | |
| OTHER PAYROLL** | ( 22) | 5.0 | 3.2 | 6.7 | .28 | .19 | .35 |
| TOTAL ALL EXPENSES | ( 25) | 39.3% | 33.7% | 44.1% | 2.22 | 1.92 | 2.65 |
| NET OPERATING INCOME | ( 25) | 60.3% | 55.9% | 66.0% | 3.76 | 2.41 | 4.52 |
| PAYROLL RECAP** | ( 25) | 8.7 | 6.1 | 10.9 | .51 | .41 | .62 |

## REGION 4

GARDEN BUILDINGS
SECTION 221(D)3

37 BUILDINGS 3,503 APARTMENTS
2,735,869 RENTABLE SQUARE FEET

| | BLDGS. | % OF GPTI MED | % OF GPTI LOW | % OF GPTI HIGH | $/SQ.FT. MED | $/SQ.FT. LOW | $/SQ.FT. HIGH |
|---|---|---|---|---|---|---|---|
| INCOME | | | | | | | |
| RENTS-APARTMENTS | ( 37) | 97.4% | 96.3% | 98.5% | 4.09 | 3.31 | 4.81 |
| RENTS-GARAGE/PARKING | ( ) | | | | | | |
| RENTS-STORES/OFFICES | ( 1) | 3.1 | | | .12 | | |
| GROSS POSSIBLE RENTS | ( 37) | 97.5% | 96.3% | 98.5% | 4.09 | 3.31 | 4.81 |
| VACANCIES/RENT LOSS | ( 31) | 1.4 | .8 | 2.4 | .05 | .03 | .10 |
| TOTAL RENTS COLLECTED | ( 37) | 95.6 | 94.3 | 97.5 | 3.91 | 3.19 | 4.75 |
| OTHER INCOME | ( 36) | 2.6 | 1.5 | 3.7 | .09 | .06 | .13 |
| GROSS POSSIBLE INCOME | ( 37) | 100.0% | 100.0% | 100.0% | 4.29 | 3.42 | 4.93 |
| TOTAL COLLECTIONS | ( 37) | 98.9 | 97.8 | 99.8 | 4.03 | 3.25 | 4.84 |
| EXPENSES | | | | | | | |
| MANAGEMENT FEE | ( 37) | 6.8 | 6.3 | 7.6 | .28 | .23 | .34 |
| OTHER ADMINISTRTVE.** | ( 37) | 8.2 | 5.9 | 10.6 | .34 | .21 | .46 |
| SUBTOTAL ADMINIST. | ( 37) | 15.0% | 12.1% | 17.6% | .59 | .44 | .83 |
| SUPPLIES | ( 34) | .4 | .3 | .5 | .01 | .01 | .02 |
| HEATING FUEL-CA ONLY* | ( 22) | .5 | .2 | .9 | .02 | .01 | .03 |
| CA & APTS.* | ( 8) | 9.2 | | | .43 | | |
| ELECTRICITY--CA ONLY* | ( 32) | 1.7 | 1.0 | 2.1 | .06 | .04 | .09 |
| CA & APTS.* | ( 5) | 11.5 | | | .54 | | |
| WATER/SEWER--CA ONLY* | ( 3) | 1.6 | | | .11 | | |
| CA & APTS.* | ( 34) | 6.4 | 3.9 | 7.7 | .23 | .16 | .31 |
| GAS----------CA ONLY* | ( 18) | .4 | .1 | .8 | .02 | .00 | .02 |
| CA & APTS.* | ( 2) | 2.0 | | | .08 | | |
| BUILDING SERVICES | ( 17) | 1.8 | .9 | 2.0 | .07 | .04 | .08 |
| OTHER OPERATING | ( 23) | 1.5 | .7 | 2.1 | .05 | .04 | .09 |
| SUBTOTAL OPERATING | ( 37) | 12.2% | 9.0% | 18.9% | .43 | .32 | .85 |
| SECURITY** | ( 7) | 1.5 | | | .05 | | |
| GROUNDS MAINTENANCE** | ( 37) | 1.9 | 1.1 | 2.7 | .08 | .04 | .12 |
| MAINTENANCE-REPAIRS | ( 37) | 5.7 | 3.2 | 8.0 | .22 | .15 | .32 |
| PAINTING/DECORATING** | ( 37) | 1.9 | .8 | 3.6 | .10 | .03 | .15 |
| SUBTOTAL MAINTENANCE | ( 37) | 9.6% | 6.7% | 16.4% | .43 | .29 | .58 |
| REAL ESTATE TAXES | ( 37) | 7.5 | 5.1 | 9.1 | .32 | .22 | .38 |
| OTHER TAX/FEE/PERMIT | ( 17) | .8 | .0 | 2.4 | .08 | .00 | .12 |
| INSURANCE | ( 37) | 3.2 | 2.3 | 4.4 | .14 | .09 | .19 |
| SUBTOTAL TAX-INSURNCE | ( 37) | 10.7% | 8.9% | 14.5% | .48 | .36 | .59 |
| RECREATNL/AMENITIES** | ( 3) | .4 | | | .02 | | |
| OTHER PAYROLL** | ( 28) | 6.3 | 5.6 | 8.4 | .27 | .21 | .34 |
| TOTAL ALL EXPENSES | ( 37) | 56.8% | 47.2% | 65.3% | 2.35 | 1.93 | 2.72 |
| NET OPERATING INCOME | ( 37) | 42.2% | 33.2% | 49.2% | 1.70 | 1.12 | 2.12 |
| PAYROLL RECAP** | ( 31) | 16.0 | 9.4 | 19.0 | .61 | .42 | .81 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

| | REGION 4<br>GARDEN BUILDINGS<br>SECTION 236 | | | | | | | REGION 4<br>GARDEN BUILDINGS<br>SECT. 8 - FAMILY | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | 89 BUILDINGS 9,287 APARTMENTS<br>7,425,371 RENTABLE SQUARE FEET | | | | | | | 154 BUILDINGS 13,661 APARTMENTS<br>10,385,872 RENTABLE SQUARE FEET | | | | | | |
| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
| INCOME | | MED | LOW | HIGH | MED | LOW | HIGH | | MED | LOW | HIGH | MED | LOW | HIGH |
| RENTS-APARTMENTS | ( 89) | 96.6% | 96.0% | 97.6% | 3.21 | 2.89 | 3.71 | ( 154) | 98.2% | 97.1% | 98.9% | 5.88 | 5.01 | 6.69 |
| RENTS-GARAGE/PARKING | ( ) | | | | | | | ( ) | | | | | | |
| RENTS-STORES/OFFICES | ( ) | | | | | | | ( 1) | .8 | | | .04 | | |
| GROSS POSSIBLE RENTS | ( 88) | 96.6% | 96.0% | 97.6% | 3.15 | 2.89 | 3.70 | ( 154) | 98.2% | 97.1% | 98.9% | 5.88 | 5.01 | 6.69 |
| VACANCIES/RENT LOSS | ( 86) | 4.6 | 1.7 | 7.2 | .12 | .06 | .25 | ( 141) | .9 | .4 | 1.8 | .05 | .02 | .10 |
| TOTAL RENTS COLLECTED | ( 89) | 92.8 | 88.7 | 95.1 | 3.03 | 2.62 | 3.54 | ( 154) | 97.0 | 95.4 | 98.1 | 5.79 | 4.80 | 6.56 |
| OTHER INCOME | ( 86) | 3.5 | 2.5 | 4.2 | .11 | .08 | .14 | ( 150) | 1.9 | 1.2 | 3.0 | .11 | .06 | .18 |
| GROSS POSSIBLE INCOME | ( 89) | 100.0% | 100.0% | 100.0% | 3.28 | 2.95 | 3.80 | ( 154) | 100.0% | 100.0% | 100.0% | 6.06 | 5.13 | 6.90 |
| TOTAL COLLECTIONS | ( 89) | 96.6 | 93.1 | 98.4 | 3.16 | 2.73 | 3.61 | ( 154) | 99.3 | 98.4 | 99.8 | 5.98 | 4.93 | 6.71 |
| EXPENSES | | | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 89) | 7.6 | 6.6 | 8.1 | .25 | .22 | .28 | ( 154) | 5.9 | 5.3 | 6.7 | .34 | .30 | .39 |
| OTHER ADMINISTRTVE.** | ( 89) | 10.6 | 8.8 | 12.8 | .37 | .26 | .46 | ( 154) | 7.0 | 5.2 | 8.7 | .40 | .30 | .53 |
| SUBTOTAL ADMINIST. | ( 89) | 18.0% | 16.3% | 20.5% | .60 | .51 | .73 | ( 154) | 13.0% | 11.1% | 14.7% | .74 | .63 | .92 |
| SUPPLIES | ( 88) | .3 | .2 | .5 | .01 | .01 | .02 | ( 146) | .2 | .1 | .3 | .01 | .01 | .02 |
| HEATING FUEL-CA ONLY* | ( 55) | .6 | .2 | 1.0 | .02 | .01 | .04 | ( 102) | .6 | .3 | .9 | .03 | .02 | .05 |
| CA & APTS.* | ( 17) | 6.5 | 3.9 | 8.0 | .24 | .19 | .30 | ( 16) | 1.1 | .4 | 6.4 | .08 | .02 | .37 |
| ELECTRICITY--CA ONLY* | ( 74) | 1.9 | 1.2 | 2.6 | .06 | .04 | .09 | ( 131) | .9 | .5 | 1.4 | .06 | .03 | .09 |
| CA & APTS.* | ( 10) | 2.6 | | | .09 | | | ( 17) | 1.1 | .5 | 3.0 | .08 | .03 | .18 |
| WATER/SEWER--CA ONLY* | ( 2) | 1.7 | | | .03 | | | ( 18) | .2 | .1 | .7 | .01 | .01 | .03 |
| CA & APTS.* | ( 86) | 5.7 | 3.9 | 7.2 | .18 | .13 | .25 | ( 136) | 3.1 | 2.2 | 4.5 | .18 | .13 | .25 |
| GAS----------CA ONLY* | ( 52) | .3 | .2 | .7 | .01 | .01 | .02 | ( 93) | .2 | .1 | .3 | .01 | .01 | .02 |
| CA & APTS.* | ( 16) | 2.0 | .2 | 4.2 | .07 | .01 | .14 | ( 10) | .5 | | | .03 | | |
| BUILDING SERVICES | ( 56) | 2.1 | 1.1 | 2.8 | .06 | .03 | .09 | ( 116) | 1.2 | .6 | 1.7 | .06 | .03 | .10 |
| OTHER OPERATING | ( 47) | 1.2 | .3 | 2.1 | .04 | .01 | .08 | ( 89) | .3 | .2 | 1.3 | .02 | .01 | .08 |
| SUBTOTAL OPERATING | ( 89) | 11.7% | 9.4% | 14.9% | .38 | .30 | .53 | ( 154) | 6.3% | 4.8% | 8.4% | .38 | .28 | .47 |
| SECURITY** | ( 13) | .6 | .1 | 2.0 | .03 | .01 | .08 | ( 33) | .4 | .2 | 1.0 | .03 | .01 | .04 |
| GROUNDS MAINTENANCE** | ( 88) | 2.3 | 1.5 | 3.4 | .08 | .05 | .11 | ( 151) | 1.6 | .7 | 2.4 | .08 | .04 | .14 |
| MAINTENANCE-REPAIRS | ( 89) | 6.8 | 5.4 | 8.9 | .23 | .17 | .30 | ( 154) | 3.1 | 1.8 | 5.5 | .19 | .11 | .27 |
| PAINTING/DECORATING** | ( 89) | 2.5 | 1.2 | 3.8 | .08 | .04 | .12 | ( 154) | 1.2 | .7 | 2.2 | .07 | .04 | .12 |
| SUBTOTAL MAINTENANCE | ( 89) | 12.7% | 9.5% | 15.5% | .41 | .32 | .54 | ( 154) | 6.2% | 4.5% | 9.4% | .36 | .24 | .52 |
| REAL ESTATE TAXES | ( 88) | 8.4 | 6.4 | 11.7 | .26 | .21 | .41 | ( 152) | 5.0 | 4.0 | 7.2 | .29 | .22 | .39 |
| OTHER TAX/FEE/PERMIT | ( 52) | .6 | .1 | 1.7 | .02 | .00 | .07 | ( 80) | .3 | .1 | 1.4 | .03 | .00 | .09 |
| INSURANCE | ( 89) | 5.0 | 3.2 | 7.0 | .17 | .13 | .23 | ( 154) | 2.7 | 1.8 | 3.6 | .15 | .10 | .22 |
| SUBTOTAL TAX-INSURNCE | ( 89) | 14.6% | 11.6% | 16.9% | .49 | .39 | .60 | ( 154) | 8.4% | 6.5% | 10.8% | .48 | .38 | .65 |
| RECREATNL/AMENITIES** | ( 20) | .1 | .0 | .3 | .00 | .00 | .01 | ( 18) | .2 | .1 | .7 | .01 | .01 | .03 |
| OTHER PAYROLL** | ( 79) | 8.4 | 6.2 | 11.0 | .27 | .22 | .35 | ( 139) | 5.0 | 3.8 | 6.6 | .30 | .22 | .35 |
| TOTAL ALL EXPENSES | ( 89) | 66.6% | 62.3% | 71.3% | 2.24 | 1.97 | 2.50 | ( 154) | 39.8% | 33.1% | 49.9% | 2.34 | 1.96 | 2.76 |
| NET OPERATING INCOME | ( 89) | 27.8% | 22.0% | 34.2% | .93 | .68 | 1.26 | ( 154) | 59.5% | 47.5% | 66.0% | 3.63 | 2.50 | 4.22 |
| PAYROLL RECAP** | ( 74) | 15.7 | 12.6 | 19.3 | .50 | .41 | 61 | ( 131) | 9.6 | 7.3 | 11.8 | .54 | .43 | .66 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

REGION 4

GARDEN BUILDINGS
ALL ELDERLY/HANDICAPPED

28 BUILDINGS 2,205 APARTMENTS
1,489,952 RENTABLE SQUARE FEET

| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
|---|---|---|---|---|---|---|---|
| INCOME | | MED | LOW | HIGH | MED | LOW | HIGH |
| RENTS-APARTMENTS | ( 28) | 99.3% | 98.3% | 99.6% | 6.51 | 4.88 | 7.22 |
| RENTS-GARAGE/PARKING | ( ) | | | | | | |
| RENTS-STORES/OFFICES | ( ) | | | | | | |
| GROSS POSSIBLE RENTS | ( 28) | 99.3% | 98.3% | 99.6% | 6.51 | 4.88 | 7.22 |
| VACANCIES/RENT LOSS | ( 23) | .4 | .1 | .9 | .03 | .01 | .06 |
| TOTAL RENTS COLLECTED | ( 28) | 98.5 | 97.7 | 99.3 | 6.50 | 4.86 | 7.22 |
| OTHER INCOME | ( 27) | .7 | .4 | 1.7 | .06 | .02 | .10 |
| GROSS POSSIBLE INCOME | ( 28) | 100.0% | 100.0% | 100.0% | 6.63 | 4.99 | 7.27 |
| TOTAL COLLECTIONS | ( 28) | 99.8 | 99.1 | 99.9 | 6.62 | 4.94 | 7.27 |
| EXPENSES | | | | | | | |
| MANAGEMENT FEE | ( 28) | 6.1 | 5.3 | 6.9 | .39 | .30 | .44 |
| OTHER ADMINISTRTVE.** | ( 27) | 7.4 | 5.4 | 8.9 | .44 | .29 | .54 |
| SUBTOTAL ADMINIST. | ( 28) | 13.3% | 11.0% | 15.8% | .75 | .60 | .93 |
| SUPPLIES | ( 26) | .1 | .1 | .3 | .01 | .00 | .01 |
| HEATING FUEL-CA ONLY* | ( 19) | .5 | .3 | .8 | .04 | .02 | .06 |
| CA & APTS.* | ( 3) | 8.6 | | | .66 | | |
| ELECTRICITY--CA ONLY* | ( 23) | .8 | .5 | 1.6 | .05 | .04 | .10 |
| CA & APTS.* | ( 4) | .7 | | | .05 | | |
| WATER/SEWER--CA ONLY* | ( 2) | .1 | | | .01 | | |
| CA & APTS.* | ( 25) | 2.5 | 1.8 | 2.9 | .15 | .12 | .18 |
| GAS----------CA ONLY* | ( 16) | .2 | .1 | .3 | .01 | .01 | .02 |
| CA & APTS.* | ( 1) | .0 | | | .00 | | |
| BUILDING SERVICES | ( 20) | 1.0 | .8 | 1.2 | .07 | .05 | .08 |
| OTHER OPERATING | ( 15) | .4 | .1 | 1.1 | .03 | .01 | .07 |
| SUBTOTAL OPERATING | ( 28) | 5.9% | 4.5% | 7.7% | .34 | .27 | .48 |
| SECURITY** | ( 3) | 1.7 | | | .10 | | |
| GROUNDS MAINTENANCE** | ( 27) | 1.6 | .9 | 2.6 | .09 | .05 | .18 |
| MAINTENANCE-REPAIRS | ( 28) | 1.8 | 1.3 | 4.2 | .11 | .07 | .28 |
| PAINTING/DECORATING** | ( 27) | .8 | .3 | 1.3 | .05 | .02 | .09 |
| SUBTOTAL MAINTENANCE | ( 28) | 6.1% | 3.2% | 7.9% | .34 | .19 | .49 |
| REAL ESTATE TAXES | ( 25) | 5.3 | 4.1 | 7.2 | .34 | .24 | .44 |
| OTHER TAX/FEE/PERMIT | ( 13) | .5 | .1 | .7 | .03 | .01 | .05 |
| INSURANCE | ( 26) | 2.5 | 2.1 | 3.2 | .16 | .12 | .19 |
| SUBTOTAL TAX-INSURNCE | ( 28) | 7.9% | 6.5% | 9.5% | .50 | .39 | .58 |
| RECREATNL/AMENITIES** | ( 5) | .0 | | | .00 | | |
| OTHER PAYROLL** | ( 25) | 5.0 | 3.2 | 6.9 | .28 | .19 | .35 |
| TOTAL ALL EXPENSES | ( 28) | 37.7% | 34.0% | 43.3% | 2.28 | 2.02 | 2.77 |
| NET OPERATING INCOME | ( 28) | 61.9% | 56.4% | 65.8% | 3.93 | 3.14 | 4.84 |
| PAYROLL RECAP** | ( 28) | 10.0 | 7.1 | 12.2 | .56 | .42 | .69 |

REGION 4

GARDEN BUILDINGS
ALL FAMILY/NONELDERLY

280 BUILDINGS 26,451 APARTMENTS
20,547,112 RENTABLE SQUARE FEET

| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
|---|---|---|---|---|---|---|---|
| INCOME | | MED | LOW | HIGH | MED | LOW | HIGH |
| RENTS-APARTMENTS | ( 280) | 97.5% | 96.4% | 98.7% | 4.68 | 3.36 | 6.04 |
| RENTS-GARAGE/PARKING | ( ) | | | | | | |
| RENTS-STORES/OFFICES | ( 2) | 3.1 | | | .12 | | |
| GROSS POSSIBLE RENTS | ( 279) | 97.5% | 96.4% | 98.7% | 4.68 | 3.36 | 6.04 |
| VACANCIES/RENT LOSS | ( 258) | 1.5 | .5 | 4.0 | .06 | .03 | .17 |
| TOTAL RENTS COLLECTED | ( 280) | 95.8 | 93.3 | 97.6 | 4.52 | 3.28 | 5.93 |
| OTHER INCOME | ( 272) | 2.6 | 1.4 | 3.6 | .10 | .07 | .17 |
| GROSS POSSIBLE INCOME | ( 280) | 100.0% | 100.0% | 100.0% | 4.82 | 3.42 | 6.25 |
| TOTAL COLLECTIONS | ( 280) | 98.8 | 96.8 | 99.6 | 4.62 | 3.34 | 6.15 |
| EXPENSES | | | | | | | |
| MANAGEMENT FEE | ( 280) | 6.4 | 5.8 | 7.6 | .30 | .25 | .37 |
| OTHER ADMINISTRTVE.** | ( 280) | 8.2 | 6.1 | 10.8 | .38 | .28 | .50 |
| SUBTOTAL ADMINIST. | ( 280) | 14.6% | 12.1% | 18.0% | .67 | .56 | .86 |
| SUPPLIES | ( 268) | .2 | .1 | .4 | .01 | .01 | .02 |
| HEATING FUEL-CA ONLY* | ( 179) | .6 | .3 | 1.0 | .02 | .01 | .05 |
| CA & APTS.* | ( 41) | 6.4 | 1.5 | 9.4 | .26 | .08 | .39 |
| ELECTRICITY--CA ONLY* | ( 237) | 1.3 | .7 | 2.0 | .06 | .03 | .09 |
| CA & APTS.* | ( 32) | 2.1 | 1.1 | 3.3 | .08 | .05 | .21 |
| WATER/SEWER--CA ONLY* | ( 23) | .2 | .1 | .9 | .01 | .01 | .03 |
| CA & APTS.* | ( 256) | 4.0 | 2.6 | 6.1 | .18 | .13 | .26 |
| GAS----------CA ONLY* | ( 163) | .2 | .1 | .4 | .01 | .01 | .02 |
| CA & APTS.* | ( 28) | .5 | .2 | 2.2 | .03 | .01 | .08 |
| BUILDING SERVICES | ( 189) | 1.4 | .7 | 2.0 | .06 | .03 | .10 |
| OTHER OPERATING | ( 159) | .9 | .2 | 1.6 | .04 | .01 | .09 |
| SUBTOTAL OPERATING | ( 280) | 8.4% | 5.5% | 12.6% | .38 | .29 | .50 |
| SECURITY** | ( 53) | .6 | .2 | 1.5 | .03 | .01 | .08 |
| GROUNDS MAINTENANCE** | ( 276) | 1.9 | .9 | 2.8 | .08 | .04 | .13 |
| MAINTENANCE-REPAIRS | ( 280) | 4.7 | 2.5 | 7.4 | .21 | .13 | .29 |
| PAINTING/DECORATING** | ( 280) | 1.5 | .7 | 3.0 | .07 | .04 | .12 |
| SUBTOTAL MAINTENANCE | ( 280) | 8.6% | 5.4% | 13.7% | .38 | .27 | .54 |
| REAL ESTATE TAXES | ( 277) | 6.4 | 4.5 | 8.8 | .28 | .22 | .40 |
| OTHER TAX/FEE/PERMIT | ( 149) | .4 | .1 | 1.7 | .03 | .00 | .08 |
| INSURANCE | ( 280) | 3.2 | 2.1 | 4.9 | .16 | .11 | .21 |
| SUBTOTAL TAX-INSURNCE | ( 280) | 10.6% | 7.7% | 14.3% | .48 | .38 | .63 |
| RECREATNL/AMENITIES** | ( 41) | .2 | .1 | .5 | .01 | .00 | .02 |
| OTHER PAYROLL** | ( 246) | 5.9 | 4.3 | 8.8 | .29 | .22 | .35 |
| TOTAL ALL EXPENSES | ( 280) | 52.5% | 38.2% | 64.8% | 2.27 | 1.96 | 2.66 |
| NET OPERATING INCOME | ( 280) | 45.1% | 29.9% | 60.8% | 2.01 | 1.05 | 3.77 |
| PAYROLL RECAP** | ( 236) | 11.8 | 8.3 | 16.0 | .52 | .42 | .66 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

| | REGION 5<br>ELEVATOR BUILDINGS<br>82 BUILDINGS 12,080 APARTMENTS<br>8,272,384 RENTABLE SQUARE FEET | | | | | | | REGION 5<br>ELEVATOR BUILDINGS<br>SECT. 8 - ELDERLY/HAND.<br>49 BUILDINGS 6,703 APARTMENTS<br>4,521,910 RENTABLE SQUARE FEET | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
| | | MED | LOW | HIGH | MED | LOW | HIGH | | MED | LOW | HIGH | MED | LOW | HIGH |
| INCOME | | | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 82) | 98.6% | 96.8% | 99.4% | 8.02 | 6.26 | 10.40 | ( 49) | 99.1% | 97.7% | 99.5% | 9.12 | 7.72 | 10.85 |
| RENTS-GARAGE/PARKING | ( 11) | 1.4 | 1.0 | 2.4 | .09 | .05 | .19 | ( 5) | 2.4 | | | .14 | | |
| RENTS-STORES/OFFICES | ( 11) | 2.3 | .9 | 4.7 | .16 | | | ( 3) | 2.3 | | | .20 | | |
| GROSS POSSIBLE RENTS | ( 82) | 99.0% | 97.8% | 99.4% | 8.02 | 6.29 | 10.40 | ( 49) | 99.3% | 98.6% | 99.6% | 9.12 | 7.72 | 10.85 |
| VACANCIES/RENT LOSS | ( 76) | 1.3 | .6 | 1.8 | .09 | .04 | .16 | ( 47) | 1.1 | .4 | 1.8 | .10 | .04 | .17 |
| TOTAL RENTS COLLECTED | ( 82) | 97.8 | 96.0 | 98.6 | 7.90 | 6.19 | 10.20 | ( 49) | 98.0 | 96.9 | 99.2 | 8.99 | 7.38 | 10.80 |
| OTHER INCOME | ( 80) | 1.0 | .6 | 2.2 | .08 | .05 | .18 | ( 47) | .7 | .4 | 1.4 | .06 | .04 | .13 |
| GROSS POSSIBLE INCOME | ( 82) | 100.0% | 100.0% | 100.0% | 8.31 | 6.37 | 10.58 | ( 49) | 100.0% | 100.0% | 100.0% | 9.25 | 7.81 | 10.96 |
| TOTAL COLLECTIONS | ( 82) | 98.9 | 98.2 | 99.6 | 8.12 | 6.33 | 10.46 | ( 49) | 98.9 | 98.2 | 99.6 | 9.20 | 7.42 | 10.84 |
| EXPENSES | | | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 81) | 4.9 | 3.9 | 5.5 | .38 | .31 | .45 | ( 49) | 4.3 | 3.6 | 5.2 | .41 | .33 | .50 |
| OTHER ADMINISTRTVE.** | ( 81) | 5.8 | 4.3 | 7.5 | .47 | .32 | .61 | ( 49) | 4.9 | 3.8 | 6.3 | .46 | .32 | .65 |
| SUBTOTAL ADMINIST. | ( 82) | 9.9% | 8.4% | 11.6% | .82 | .67 | 1.02 | ( 49) | 9.6% | 8.2% | 10.6% | .87 | .71 | 1.18 |
| SUPPLIES | ( 82) | .6 | .3 | 1.4 | .06 | .03 | .11 | ( 49) | .6 | .3 | 1.3 | .06 | .03 | .11 |
| HEATING FUEL-CA ONLY* | ( 15) | 2.2 | 1.4 | 2.8 | .24 | .13 | .28 | ( 12) | 2.6 | 2.0 | 2.8 | .25 | .13 | .29 |
| CA & APTS.* | ( 67) | 4.5 | 3.1 | 7.2 | .39 | .26 | .54 | ( 37) | 3.9 | 3.0 | 4.6 | .39 | .23 | .45 |
| ELECTRICITY--CA ONLY* | ( 39) | 2.2 | 1.6 | 2.9 | .19 | .14 | .25 | ( 30) | 2.2 | 1.6 | 3.0 | .20 | .14 | .28 |
| CA & APTS.* | ( 43) | 6.8 | 2.6 | 9.9 | .53 | .23 | .69 | ( 19) | 5.3 | 2.5 | 6.7 | .48 | .22 | .59 |
| WATER/SEWER--CA ONLY* | ( 1) | 2.0 | | | .20 | | | ( 1) | 2.0 | | | .20 | | |
| CA & APTS.* | ( 81) | 1.9 | 1.2 | 2.6 | .15 | .10 | .19 | ( 48) | 1.5 | 1.0 | 2.0 | .13 | .10 | .18 |
| GAS-----------CA ONLY* | ( 10) | .2 | | | .02 | | | ( 9) | .2 | | | .02 | | |
| CA & APTS.* | ( 51) | 1.0 | .6 | 1.4 | .08 | .06 | .12 | ( 31) | .9 | .6 | 1.3 | .08 | .06 | .10 |
| BUILDING SERVICES | ( 72) | .6 | .4 | .9 | .05 | .04 | .08 | ( 45) | .5 | .4 | .8 | .05 | .04 | .08 |
| OTHER OPERATING | ( 62) | .9 | .2 | 3.4 | .07 | .01 | .24 | ( 37) | .8 | .2 | 3.3 | .07 | .03 | .24 |
| SUBTOTAL OPERATING | ( 82) | 13.4% | 8.5% | 22.3% | 1.06 | .85 | 1.52 | ( 49) | 11.2% | 8.0% | 15.2% | .97 | .83 | 1.40 |
| SECURITY** | ( 38) | .7 | .2 | 2.2 | .06 | .02 | .12 | ( 22) | .4 | .2 | .8 | .03 | .02 | .07 |
| GROUNDS MAINTENANCE** | ( 82) | 1.0 | .5 | 1.9 | .08 | .05 | .13 | ( 49) | .8 | .5 | 1.6 | .09 | .05 | .13 |
| MAINTENANCE-REPAIRS | ( 82) | 2.5 | 1.9 | 4.4 | .22 | .15 | .33 | ( 49) | 2.4 | 1.9 | 3.2 | .21 | .15 | .30 |
| PAINTING/DECORATING** | ( 81) | .9 | .5 | 1.4 | .08 | .04 | .12 | ( 49) | .8 | .4 | 1.2 | .07 | .03 | .12 |
| SUBTOTAL MAINTENANCE | ( 82) | 5.5% | 3.6% | 8.7% | .45 | .30 | .63 | ( 49) | 4.5% | 3.2% | 6.6% | .41 | .28 | .59 |
| REAL ESTATE TAXES | ( 78) | 7.5 | 5.5 | 10.6 | .58 | .41 | .88 | ( 48) | 7.4 | 4.7 | 10.5 | .71 | .41 | .98 |
| OTHER TAX/FEE/PERMIT | ( 51) | .6 | .1 | 1.2 | .04 | .01 | .11 | ( 30) | .6 | .1 | 1.2 | .05 | .01 | .11 |
| INSURANCE | ( 82) | 1.6 | 1.1 | 2.7 | .13 | .08 | .23 | ( 49) | 1.4 | 1.0 | 2.6 | .13 | .09 | .22 |
| SUBTOTAL TAX-INSURNCE | ( 82) | 10.3% | 7.5% | 13.4% | .79 | .60 | 1.10 | ( 49) | 9.8% | 7.2% | 13.0% | .96 | .67 | 1.24 |
| RECREATNL/AMENITIES** | ( 18) | .6 | .3 | 1.5 | .06 | .02 | .10 | ( 13) | .5 | .3 | 1.5 | .04 | .02 | .10 |
| OTHER PAYROLL** | ( 66) | 3.8 | 1.3 | 5.4 | .28 | .13 | .38 | ( 38) | 2.2 | 1.3 | 4.0 | .23 | .12 | .34 |
| TOTAL ALL EXPENSES | ( 82) | 43.4% | 36.3% | 55.5% | 3.69 | 3.13 | 4.25 | ( 49) | 39.2% | 35.9% | 45.5% | 3.63 | 3.12 | 4.25 |
| NET OPERATING INCOME | ( 82) | 55.8% | 42.4% | 63.2% | 4.63 | 2.73 | 6.44 | ( 49) | 59.9% | 53.3% | 63.7% | 5.51 | 4.47 | 6.94 |
| PAYROLL RECAP** | ( 80) | 7.3 | 5.3 | 9.7 | .57 | .43 | .73 | ( 47) | 6.2 | 4.4 | 7.5 | .56 | .42 | .72 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

| | REGION 5<br>ELEVATOR BUILDINGS<br>SECTION 236 | | | | | | | REGION 5<br>ELEVATOR BUILDINGS<br>ALL ELDERLY/HANDICAPPED | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | 17 BUILDINGS 3,355 APARTMENTS<br>2,419,491 RENTABLE SQUARE FEET | | | | | | | 56 BUILDINGS 7,374 APARTMENTS<br>4,986,286 RENTABLE SQUARE FEET | | | | | | |
| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
| INCOME | | MED | LOW | HIGH | MED | LOW | HIGH | | MED | LOW | HIGH | MED | LOW | HIGH |
| RENTS-APARTMENTS | ( 17) | 96.7% | 94.0% | 98.3% | 5.31 | 4.93 | 5.71 | ( 56) | 99.1% | 97.6% | 99.5% | 9.48 | 7.72 | 10.74 |
| RENTS-GARAGE/PARKING | ( 3) | 1.2 | | | .06 | | | ( 6) | 2.4 | | | .19 | | |
| RENTS-STORES/OFFICES | ( 5) | 2.9 | | | .16 | | | ( 4) | 2.3 | | | .20 | | |
| GROSS POSSIBLE RENTS | ( 17) | 98.0% | 96.6% | 98.8% | 5.35 | 4.99 | 5.98 | ( 56) | 99.3% | 98.6% | 99.6% | 9.48 | 7.72 | 10.74 |
| VACANCIES/RENT LOSS | ( 16) | 1.7 | 1.3 | 2.1 | .09 | .06 | .14 | ( 51) | 1.1 | .4 | 1.8 | .10 | .04 | .17 |
| TOTAL RENTS COLLECTED | ( 17) | 95.3 | 93.0 | 97.3 | 5.26 | 4.95 | 5.74 | ( 56) | 98.1 | 97.1 | 99.2 | 9.48 | 7.38 | 10.64 |
| OTHER INCOME | ( 17) | 2.0 | 1.2 | 3.4 | .12 | .07 | .19 | ( 54) | .8 | .4 | 1.6 | .06 | .04 | .14 |
| GROSS POSSIBLE INCOME | ( 17) | 100.0% | 100.0% | 100.0% | 5.52 | 5.09 | 6.23 | ( 56) | 100.0% | 100.0% | 100.0% | 9.62 | 7.81 | 10.96 |
| TOTAL COLLECTIONS | ( 17) | 98.5 | 97.9 | 99.1 | 5.39 | 5.05 | 5.86 | ( 56) | 99.1 | 98.2 | 99.7 | 9.62 | 7.42 | 10.80 |
| EXPENSES | | | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 17) | 5.7 | 5.1 | 7.2 | .31 | .28 | .36 | ( 55) | 4.3 | 3.5 | 5.1 | .40 | .32 | .49 |
| OTHER ADMINISTRTVE.** | ( 16) | 7.7 | 5.0 | 8.3 | .40 | .27 | .47 | ( 56) | 4.9 | 3.8 | 6.7 | .48 | .32 | .65 |
| SUBTOTAL ADMINIST. | ( 17) | 13.2% | 10.5% | 15.0% | .71 | .56 | .76 | ( 56) | 9.6% | 8.0% | 10.5% | .87 | .67 | 1.16 |
| SUPPLIES | ( 17) | .9 | .5 | 1.9 | .05 | .03 | .11 | ( 56) | .6 | .3 | 1.3 | .06 | .03 | .11 |
| HEATING FUEL-CA ONLY* | ( ) | | | | | | | ( 12) | 2.6 | 2.0 | 2.8 | .25 | .13 | .29 |
| CA & APTS.* | ( 17) | 8.7 | 5.6 | 9.9 | .40 | .30 | .54 | ( 44) | 3.9 | 3.0 | 4.8 | .39 | .23 | .48 |
| ELECTRICITY--CA ONLY* | ( 2) | 4.4 | | | .23 | | | ( 32) | 2.1 | 1.6 | 3.0 | .20 | .14 | .26 |
| CA & APTS.* | ( 15) | 11.4 | 8.8 | 12.2 | .66 | .35 | .71 | ( 24) | 5.3 | 2.5 | 6.8 | .48 | .23 | .63 |
| WATER/SEWER--CA ONLY* | ( ) | | | | | | | ( 1) | 2.0 | | | .20 | | |
| CA & APTS.* | ( 17) | 3.0 | 2.5 | 3.7 | .17 | .14 | .21 | ( 55) | 1.5 | 1.0 | 2.0 | .13 | .10 | .18 |
| GAS----------CA ONLY* | ( 1) | .2 | | | .01 | | | ( 9) | .2 | | | .02 | | |
| CA & APTS.* | ( 13) | 2.4 | 1.8 | 2.7 | .13 | .09 | .17 | ( 35) | .9 | .6 | 1.2 | .08 | .06 | .10 |
| BUILDING SERVICES | ( 13) | .9 | .5 | 1.2 | .04 | .03 | .07 | ( 52) | .5 | .4 | .8 | .05 | .04 | .08 |
| OTHER OPERATING | ( 13) | 1.5 | .2 | 5.7 | .07 | .01 | .29 | ( 43) | .8 | .2 | 3.0 | .07 | .01 | .24 |
| SUBTOTAL OPERATING | ( 17) | 28.3% | 24.3% | 32.0% | 1.55 | 1.06 | 1.74 | ( 56) | 11.3% | 8.0% | 15.2% | .97 | .84 | 1.40 |
| SECURITY** | ( 8) | 3.6 | | | .19 | | | ( 24) | .3 | .2 | .7 | .03 | .02 | .07 |
| GROUNDS MAINTENANCE** | ( 17) | 1.7 | .7 | 2.1 | .07 | .05 | .12 | ( 56) | .8 | .5 | 1.6 | .09 | .05 | .13 |
| MAINTENANCE-REPAIRS | ( 17) | 5.9 | 3.3 | 12.2 | .33 | .15 | .58 | ( 56) | 2.3 | 1.8 | 3.2 | .22 | .15 | .28 |
| PAINTING/DECORATING** | ( 17) | 1.4 | 1.0 | 2.1 | .08 | .05 | .11 | ( 56) | .7 | .3 | 1.1 | .07 | .03 | .11 |
| SUBTOTAL MAINTENANCE | ( 17) | 9.8% | 7.3% | 16.9% | .50 | .30 | .80 | ( 56) | 4.3% | 3.2% | 6.6% | .41 | .29 | .59 |
| REAL ESTATE TAXES | ( 16) | 8.6 | 7.8 | 11.0 | .54 | .37 | .58 | ( 53) | 6.6 | 4.7 | 10.4 | .67 | .41 | .95 |
| OTHER TAX/FEE/PERMIT | ( 11) | .7 | .1 | 1.1 | .03 | .00 | .07 | ( 35) | .3 | .1 | .9 | .03 | .01 | .10 |
| INSURANCE | ( 17) | 2.1 | 1.5 | 3.5 | .12 | .08 | .24 | ( 56) | 1.4 | 1.0 | 2.2 | .13 | .09 | .21 |
| SUBTOTAL TAX-INSURNCE | ( 17) | 11.4% | 10.1% | 15.3% | .64 | .60 | .88 | ( 56) | 9.3% | 6.7% | 12.8% | .82 | .55 | 1.14 |
| RECREATNL/AMENITIES** | ( 1) | .4 | | | .02 | | | ( 14) | .6 | .3 | 1.5 | .06 | .02 | .10 |
| OTHER PAYROLL** | ( 15) | 5.4 | 1.1 | 7.0 | .30 | .06 | .35 | ( 44) | 2.6 | 1.3 | 4.6 | .25 | .13 | .37 |
| TOTAL ALL EXPENSES | ( 17) | 71.8% | 62.2% | 78.3% | 3.70 | 3.20 | 4.19 | ( 56) | 39.0% | 33.4% | 45.0% | 3.57 | 3.12 | 4.14 |
| NET OPERATING INCOME | ( 17) | 26.8% | 20.5% | 36.1% | 1.34 | .97 | 1.89 | ( 56) | 60.7% | 53.4% | 65.0% | 5.62 | 4.48 | 6.94 |
| PAYROLL RECAP** | ( 17) | 10.5 | 9.0 | 11.9 | .56 | .43 | .63 | ( 54) | 6.4 | 4.5 | 8.0 | .57 | .43 | .74 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

| | REGION 5<br>ELEVATOR BUILDINGS<br>ALL FAMILY/NONELDERLY<br>26 BUILDINGS 4,706 APARTMENTS<br>3,286,098 RENTABLE SQUARE FEET | | | | | | | REGION 5<br>LOW RISE BUILDINGS<br>90 BUILDINGS 7,424 APARTMENTS<br>5,387,988 RENTABLE SQUARE FEET | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
| | | MED | LOW | HIGH | MED | LOW | HIGH | | MED | LOW | HIGH | MED | LOW | HIGH |
| INCOME | | | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 26) | 97.2% | 94.9% | 98.3% | 5.71 | 5.29 | 6.94 | ( 89) | 98.8% | 97.6% | 99.3% | 6.89 | 4.76 | 8.56 |
| RENTS-GARAGE/PARKING | ( 5) | 1.2 | | | .08 | | | ( 13) | 2.3 | 1.4 | 3.7 | .12 | .08 | .19 |
| RENTS-STORES/OFFICES | ( 7) | 2.9 | | | .16 | | | ( 2) | .2 | | | .02 | | |
| GROSS POSSIBLE RENTS | ( 26) | 98.1% | 97.0% | 98.8% | 5.98 | 5.29 | 6.94 | ( 90) | 99.0% | 97.9% | 99.4% | 7.09 | 4.89 | 8.57 |
| VACANCIES/RENT LOSS | ( 25) | 1.3 | .7 | 2.1 | .08 | .04 | .11 | ( 84) | 1.2 | .3 | 2.5 | .07 | .03 | .15 |
| TOTAL RENTS COLLECTED | ( 26) | 96.1 | 93.6 | 97.8 | 5.74 | 5.20 | 6.80 | ( 90) | 97.5 | 95.1 | 98.7 | 7.01 | 4.86 | 8.56 |
| OTHER INCOME | ( 26) | 2.0 | 1.2 | 3.0 | .13 | .08 | .19 | ( 85) | 1.1 | .7 | 2.1 | .08 | .05 | .14 |
| GROSS POSSIBLE INCOME | ( 26) | 100.0% | 100.0% | 100.0% | 6.23 | 5.39 | 7.03 | ( 90) | 100.0% | 100.0% | 100.0% | 7.19 | 5.02 | 8.63 |
| TOTAL COLLECTIONS | ( 26) | 98.7 | 97.9 | 99.3 | 5.86 | 5.30 | 6.96 | ( 90) | 99.1 | 97.7 | 99.7 | 7.01 | 4.97 | 8.63 |
| EXPENSES | | | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 26) | 5.2 | 4.8 | 6.5 | .35 | .30 | .40 | ( 89) | 5.4 | 4.1 | 6.3 | .36 | .28 | .46 |
| OTHER ADMINISTRTVE.** | ( 25) | 7.5 | 5.9 | 8.3 | .47 | .34 | .54 | ( 90) | 6.1 | 4.5 | 7.8 | .43 | .29 | .58 |
| SUBTOTAL ADMINIST. | ( 26) | 12.7% | 10.1% | 15.0% | .76 | .68 | .93 | ( 90) | 11.2% | 9.3% | 13.6% | .78 | .60 | 1.03 |
| SUPPLIES | ( 26) | .8 | .4 | 1.8 | .05 | .03 | .09 | ( 83) | .3 | .1 | .6 | .02 | .01 | .05 |
| HEATING FUEL-CA ONLY* | ( 3) | 2.0 | | | .16 | | | ( 35) | 1.2 | .7 | 1.9 | .08 | .05 | .14 |
| CA & APTS.* | ( 23) | 8.7 | 4.7 | 9.9 | .41 | .27 | .55 | ( 48) | 6.2 | 3.3 | 8.4 | .37 | .23 | .52 |
| ELECTRICITY--CA ONLY* | ( 7) | 2.6 | | | .18 | | | ( 63) | 2.1 | 1.4 | 2.8 | .15 | .08 | .24 |
| CA & APTS.* | ( 19) | 11.3 | 8.1 | 11.9 | .66 | .30 | .71 | ( 27) | 7.4 | 5.3 | 9.4 | .63 | .26 | .76 |
| WATER/SEWER--CA ONLY* | ( ) | | | | | | | ( 1) | .5 | | | .03 | | |
| CA & APTS.* | ( 26) | 2.9 | 2.3 | 3.2 | .17 | .14 | .21 | ( 89) | 2.0 | 1.5 | 3.5 | .15 | .11 | .20 |
| GAS----------CA ONLY* | ( 1) | .2 | | | .01 | | | ( 17) | .3 | .1 | 1.3 | .03 | .01 | .07 |
| CA & APTS.* | ( 16) | 2.1 | 1.0 | 2.5 | .10 | .07 | .15 | ( 31) | 1.6 | .7 | 2.7 | .12 | .05 | .18 |
| BUILDING SERVICES | ( 20) | .9 | .6 | 1.3 | .07 | .03 | .08 | ( 68) | .7 | .5 | 1.1 | .05 | .03 | .08 |
| OTHER OPERATING | ( 19) | 1.4 | .2 | 3.4 | .07 | .01 | .23 | ( 58) | .4 | .1 | .7 | .02 | .01 | .04 |
| SUBTOTAL OPERATING | ( 26) | 26.6% | 16.3% | 29.3% | 1.44 | .91 | 1.63 | ( 90) | 10.5% | 7.2% | 16.3% | .67 | .50 | 1.10 |
| SECURITY** | ( 14) | 3.5 | .8 | 4.0 | .19 | .09 | .25 | ( 37) | .2 | .1 | .4 | .02 | .01 | .03 |
| GROUNDS MAINTENANCE** | ( 26) | 1.5 | .6 | 2.1 | .07 | .05 | .12 | ( 81) | 1.2 | .7 | 2.3 | .09 | .04 | .15 |
| MAINTENANCE-REPAIRS | ( 26) | 5.0 | 2.3 | 11.4 | .29 | .14 | .43 | ( 89) | 3.9 | 2.2 | 7.0 | .27 | .14 | .42 |
| PAINTING/DECORATING** | ( 25) | 1.3 | .9 | 1.8 | .08 | .05 | .12 | ( 89) | .8 | .4 | 2.8 | .06 | .03 | .13 |
| SUBTOTAL MAINTENANCE | ( 26) | 9.1% | 6.1% | 14.1% | .55 | .40 | .75 | ( 90) | 7.1% | 4.3% | 12.7% | .46 | .36 | .80 |
| REAL ESTATE TAXES | ( 25) | 8.3 | 6.8 | 11.0 | .57 | .44 | .76 | ( 89) | 7.9 | 5.2 | 10.0 | .51 | .32 | .78 |
| OTHER TAX/FEE/PERMIT | ( 16) | 1.0 | .1 | 1.3 | .07 | .00 | .07 | ( 53) | .3 | .1 | 1.6 | .02 | .01 | .10 |
| INSURANCE | ( 26) | 2.1 | 1.5 | 3.4 | .13 | .08 | .23 | ( 90) | 2.6 | 1.6 | 3.8 | .16 | .10 | .27 |
| SUBTOTAL TAX-INSURNCE | ( 26) | 11.4% | 9.7% | 15.1% | .79 | .61 | .96 | ( 90) | 11.4% | 8.9% | 14.1% | .78 | .53 | 1.04 |
| RECREATNL/AMENITIES** | ( 4) | 1.2 | | | .08 | | | ( 23) | .3 | .1 | .5 | .02 | .01 | .04 |
| OTHER PAYROLL** | ( 22) | 5.2 | 3.7 | 6.3 | .32 | .21 | .39 | ( 62) | 4.0 | 2.3 | 6.7 | .30 | .19 | .40 |
| TOTAL ALL EXPENSES | ( 26) | 63.9% | 54.0% | 73.6% | 4.05 | 3.20 | 4.30 | ( 90) | 43.0% | 36.5% | 61.7% | 3.25 | 2.44 | 4.18 |
| NET OPERATING INCOME | ( 26) | 35.8% | 23.9% | 42.8% | 1.89 | 1.18 | 2.73 | ( 90) | 55.0% | 32.3% | 62.8% | 3.54 | 1.73 | 5.36 |
| PAYROLL RECAP** | ( 26) | 10.3 | 7.8 | 11.9 | .59 | .48 | .67 | ( 82) | 7.8 | 4.7 | 10.6 | .55 | .37 | .73 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

## MEDIAN INCOME AND OPERATING COSTS

REGION 5
LOW RISE BUILDINGS
SECT. 8 - ELDERLY/HAND.
27 BUILDINGS 2,290 APARTMENTS
1,353,642 RENTABLE SQUARE FEET

REGION 5
LOW RISE BUILDINGS
SECTION 236
11 BUILDINGS 963 APARTMENTS
823,893 RENTABLE SQUARE FEET

| | BLDGS. | % OF GPTI | | | $/SQ.FT. | | | BLDGS. | % OF GPTI | | | $/SQ.FT. | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | MED | LOW | HIGH | MED | LOW | HIGH | | MED | LOW | HIGH | MED | LOW | HIGH |
| INCOME | | | | | | | | | | | | | | |
| RENTS-APARTMENTS | (27) | 99.1% | 98.5% | 99.3% | 8.56 | 7.45 | 10.47 | (11) | 98.8% | 95.9% | 99.0% | 4.20 | 3.44 | 4.32 |
| RENTS-GARAGE/PARKING | ( ) | | | | | | | (1) | 4.0 | | | .19 | | |
| RENTS-STORES/OFFICES | ( ) | | | | | | | ( ) | | | | | | |
| GROSS POSSIBLE RENTS | (27) | 99.1% | 98.5% | 99.3% | 8.56 | 7.45 | 10.47 | (11) | 98.8% | 95.9% | 99.0% | 4.23 | 3.44 | 4.32 |
| VACANCIES/RENT LOSS | (26) | .3 | .1 | .6 | .03 | .01 | .06 | (10) | 2.8 | | | .12 | | |
| TOTAL RENTS COLLECTED | (27) | 98.7 | 97.3 | 99.2 | 8.56 | 7.45 | 10.41 | (11) | 96.2 | 93.1 | 97.0 | 4.19 | 3.31 | 4.20 |
| OTHER INCOME | (26) | 1.0 | .7 | 1.5 | .08 | .05 | .15 | (10) | 1.3 | | | .06 | | |
| GROSS POSSIBLE INCOME | (27) | 100.0% | 100.0% | 100.0% | 8.63 | 7.51 | 10.59 | (11) | 100.0% | 100.0% | 100.0% | 4.35 | 3.48 | 4.65 |
| TOTAL COLLECTIONS | (27) | 99.7 | 99.4 | 99.9 | 8.63 | 7.50 | 10.49 | (11) | 97.3 | 96.2 | 97.8 | 4.26 | 3.42 | 4.55 |
| EXPENSES | | | | | | | | | | | | | | |
| MANAGEMENT FEE | (27) | 4.8 | 3.7 | 5.5 | .44 | .32 | .55 | (11) | 5.8 | 5.2 | 7.2 | .27 | .18 | .31 |
| OTHER ADMINISTRTVE.** | (27) | 6.4 | 5.1 | 9.0 | .67 | .42 | .80 | (11) | 7.9 | 7.4 | 9.5 | .36 | .30 | .40 |
| SUBTOTAL ADMINIST. | (27) | 10.7% | 8.9% | 14.0% | 1.08 | .71 | 1.33 | (11) | 15.0% | 13.3% | 16.3% | .63 | .50 | .75 |
| SUPPLIES | (27) | .2 | .2 | .4 | .02 | .01 | .05 | (8) | .3 | | | .01 | | |
| HEATING FUEL-CA ONLY* | (13) | 1.8 | 1.1 | 2.1 | .15 | .11 | .17 | (3) | 1.9 | | | .07 | | |
| CA & APTS.* | (14) | 3.3 | 3.0 | 4.1 | .32 | .20 | .39 | (8) | 8.4 | | | .39 | | |
| ELECTRICITY--CA ONLY* | (20) | 2.4 | 1.9 | 2.8 | .24 | .18 | .31 | (9) | 1.4 | | | .06 | | |
| CA & APTS.* | (7) | 6.1 | | | .60 | | | (2) | 7.4 | | | .34 | | |
| WATER/SEWER--CA ONLY* | ( ) | | | | | | | ( ) | | | | | | |
| CA & APTS.* | (27) | 1.4 | .9 | 1.8 | .11 | .07 | .15 | (11) | 3.4 | 2.6 | 4.8 | .15 | .11 | .16 |
| GAS----------CA ONLY* | (2) | .5 | | | .05 | | | (4) | .4 | | | .01 | | |
| CA & APTS.* | (9) | .9 | | | .06 | | | (4) | 1.8 | | | .09 | | |
| BUILDING SERVICES | (25) | .6 | .5 | .8 | .05 | .04 | .09 | (8) | .6 | | | .02 | | |
| OTHER OPERATING | (16) | .1 | .0 | .3 | .01 | .00 | .02 | (7) | 1.0 | | | .05 | | |
| SUBTOTAL OPERATING | (27) | 8.4% | 6.3% | 10.5% | .72 | .55 | 1.07 | (11) | 16.9% | 13.7% | 17.2% | .64 | .58 | .80 |
| SECURITY** | (15) | .2 | .0 | .4 | .02 | .00 | .03 | (3) | .1 | | | .01 | | |
| GROUNDS MAINTENANCE** | (27) | 1.0 | .6 | 1.7 | .09 | .04 | .16 | (10) | 4.8 | | | .23 | | |
| MAINTENANCE-REPAIRS | (27) | 2.5 | 1.4 | 4.7 | .28 | .17 | .40 | (11) | 8.0 | 4.6 | 10.5 | .28 | .23 | .42 |
| PAINTING/DECORATING** | (27) | .5 | .2 | .7 | .05 | .02 | .07 | (10) | 4.1 | | | .14 | | |
| SUBTOTAL MAINTENANCE | (27) | 4.8% | 3.4% | 7.1% | .42 | .36 | .69 | (11) | 15.2% | 7.8% | 24.5% | .65 | .33 | 1.02 |
| REAL ESTATE TAXES | (27) | 6.9 | 5.2 | 8.5 | .60 | .37 | 1.04 | (11) | 11.0 | 9.5 | 11.8 | .44 | .36 | .51 |
| OTHER TAX/FEE/PERMIT | (16) | .8 | .1 | 1.0 | .05 | .01 | .05 | (7) | 2.2 | | | .08 | | |
| INSURANCE | (27) | 2.5 | 1.4 | 3.2 | .26 | .13 | .28 | (11) | 2.4 | 1.6 | 2.6 | .09 | .07 | .12 |
| SUBTOTAL TAX-INSURNCE | (27) | 10.3% | 7.8% | 11.7% | .89 | .56 | 1.40 | (11) | 15.5% | 12.2% | 16.4% | .65 | .48 | .71 |
| RECREATNL/AMENITIES** | (12) | .3 | .2 | .3 | .02 | .02 | .03 | (2) | 2.7 | | | .13 | | |
| OTHER PAYROLL** | (23) | 3.4 | 2.2 | 4.7 | .35 | .21 | .56 | (8) | 4.2 | | | .19 | | |
| TOTAL ALL EXPENSES | (27) | 38.7% | 34.1% | 43.2% | 3.72 | 2.88 | 4.76 | (11) | 67.6% | 61.7% | 72.5% | 3.08 | 2.33 | 3.20 |
| NET OPERATING INCOME | (27) | 59.4% | 55.3% | 64.2% | 5.36 | 4.04 | 6.73 | (11) | 27.9% | 25.0% | 32.2% | 1.11 | 1.03 | 1.53 |
| PAYROLL RECAP** | (25) | 7.8 | 6.1 | 8.9 | .77 | .54 | .87 | (10) | 13.5 | | | .59 | | |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

REGION 5

LOW RISE BUILDINGS
SECT. 8 - FAMILY

31 BUILDINGS 2,882 APARTMENTS
2,366,327 RENTABLE SQUARE FEET

REGION 5

LOW RISE BUILDINGS
ALL ELDERLY/HANDICAPPED

33 BUILDINGS 2,525 APARTMENTS
1,496,741 RENTABLE SQUARE FEET

| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | MED | LOW | HIGH | MED | LOW | HIGH | | MED | LOW | HIGH | MED | LOW | HIGH |
| INCOME | | | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 31) | 97.9% | 97.1% | 99.1% | 5.84 | 4.89 | 7.74 | ( 32) | 99.0% | 98.5% | 99.3% | 8.24 | 7.23 | 10.44 |
| RENTS-GARAGE/PARKING | ( 9) | 1.8 | | | .12 | | | ( 2) | 98.5 | | | 10.00 | | |
| RENTS-STORES/OFFICES | ( 1) | .2 | | | .02 | | | ( ) | | | | | | |
| GROSS POSSIBLE RENTS | ( 31) | 98.9% | 97.9% | 99.3% | 5.88 | 4.89 | 7.74 | ( 33) | 99.0% | 98.5% | 99.3% | 8.48 | 7.45 | 10.44 |
| VACANCIES/RENT LOSS | ( 28) | 1.4 | .6 | 3.6 | .09 | .03 | .24 | ( 31) | .3 | .1 | 1.1 | .03 | .01 | .07 |
| TOTAL RENTS COLLECTED | ( 31) | 97.3 | 94.7 | 98.5 | 5.79 | 4.86 | 7.73 | ( 33) | 98.5 | 96.7 | 99.1 | 8.39 | 7.45 | 10.37 |
| OTHER INCOME | ( 29) | 1.2 | .8 | 2.1 | .07 | .06 | .13 | ( 31) | 1.0 | .7 | 1.5 | .10 | .05 | .15 |
| GROSS POSSIBLE INCOME | ( 31) | 100.0% | 100.0% | 100.0% | 6.08 | 5.03 | 7.98 | ( 33) | 100.0% | 100.0% | 100.0% | 8.52 | 7.51 | 10.49 |
| TOTAL COLLECTIONS | ( 31) | 99.0 | 96.4 | 99.6 | 5.86 | 5.00 | 7.85 | ( 33) | 99.7 | 98.9 | 99.9 | 8.43 | 7.50 | 10.46 |
| EXPENSES | | | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 30) | 5.1 | 4.0 | 6.0 | .34 | .27 | .39 | ( 33) | 4.9 | 4.0 | 6.0 | .44 | .33 | .55 |
| OTHER ADMINISTRTVE.** | ( 31) | 5.7 | 3.4 | 7.1 | .38 | .18 | .47 | ( 33) | 6.0 | 5.1 | 9.0 | .62 | .42 | .73 |
| SUBTOTAL ADMINIST. | ( 31) | 10.4% | 8.4% | 12.0% | .72 | .52 | .83 | ( 33) | 10.7% | 9.7% | 14.0% | 1.01 | .79 | 1.24 |
| SUPPLIES | ( 29) | .3 | .1 | .4 | .01 | .01 | .04 | ( 32) | .2 | .2 | .4 | .02 | .01 | .05 |
| HEATING FUEL-CA ONLY* | ( 17) | .8 | .5 | 1.4 | .06 | .03 | .08 | ( 14) | 1.8 | 1.1 | 2.1 | .12 | .11 | .17 |
| CA & APTS.* | ( 9) | 3.5 | | | .23 | | | ( 17) | 3.3 | 3.0 | 4.1 | .32 | .20 | .42 |
| ELECTRICITY--CA ONLY* | ( 27) | 1.9 | 1.2 | 2.7 | .11 | .07 | .19 | ( 25) | 2.4 | 1.9 | 3.3 | .24 | .18 | .32 |
| CA & APTS.* | ( 4) | 1.9 | | | .08 | | | ( 8) | 6.8 | | | .68 | | |
| WATER/SEWER--CA ONLY* | ( 1) | .5 | | | .03 | | | ( ) | | | | | | |
| CA & APTS.* | ( 30) | 2.3 | 1.7 | 3.5 | .17 | .13 | .20 | ( 33) | 1.5 | 1.0 | 1.9 | .11 | .08 | .16 |
| GAS----------CA ONLY* | ( 5) | .1 | | | .01 | | | ( 6) | 1.3 | | | .07 | | |
| CA & APTS.* | ( 6) | 2.5 | | | .15 | | | ( 10) | .9 | | | .09 | | |
| BUILDING SERVICES | ( 26) | .7 | .5 | 1.1 | .05 | .03 | .08 | ( 29) | .6 | .5 | .9 | .06 | .04 | .10 |
| OTHER OPERATING | ( 18) | .3 | .0 | .8 | .02 | .00 | .07 | ( 20) | .1 | .0 | .3 | .01 | .00 | .02 |
| SUBTOTAL OPERATING | ( 31) | 8.1% | 6.1% | 9.7% | .50 | .41 | .69 | ( 33) | 9.1% | 6.3% | 11.4% | .72 | .55 | 1.09 |
| SECURITY** | ( 13) | .2 | .1 | .4 | .02 | .01 | .02 | ( 17) | .2 | .1 | .4 | .02 | .01 | .03 |
| GROUNDS MAINTENANCE** | ( 31) | 1.3 | .8 | 2.0 | .09 | .04 | .14 | ( 33) | 1.0 | .6 | 1.7 | .09 | .05 | .11 |
| MAINTENANCE-REPAIRS | ( 31) | 2.9 | 1.7 | 4.3 | .25 | .09 | .31 | ( 33) | 2.5 | 1.4 | 4.6 | .27 | .15 | .35 |
| PAINTING/DECORATING** | ( 31) | .8 | .4 | 1.6 | .05 | .03 | .11 | ( 33) | .5 | .2 | .7 | .05 | .02 | .07 |
| SUBTOTAL MAINTENANCE | ( 31) | 5.8% | 3.8% | 8.7% | .43 | .22 | .53 | ( 33) | 4.8% | 3.6% | 7.1% | .42 | .36 | .56 |
| REAL ESTATE TAXES | ( 31) | 8.8 | 6.1 | 9.9 | .52 | .41 | .82 | ( 32) | 7.6 | 5.2 | 8.5 | .60 | .37 | 1.02 |
| OTHER TAX/FEE/PERMIT | ( 15) | .3 | .1 | 1.8 | .02 | .00 | .10 | ( 21) | .8 | .1 | 1.2 | .05 | .02 | .10 |
| INSURANCE | ( 31) | 2.8 | 1.9 | 3.7 | .17 | .11 | .22 | ( 33) | 2.0 | 1.4 | 3.1 | .16 | .13 | .27 |
| SUBTOTAL TAX-INSURNCE | ( 31) | 11.8% | 9.2% | 14.3% | .86 | .57 | 1.07 | ( 33) | 10.3% | 7.8% | 12.3% | .88 | .51 | 1.36 |
| RECREATNL/AMENITIES** | ( 8) | .5 | | | .03 | | | ( 12) | .3 | .2 | .3 | .02 | .02 | .03 |
| OTHER PAYROLL** | ( 21) | 4.0 | 2.9 | 5.5 | .30 | .19 | .35 | ( 29) | 3.4 | 2.2 | 5.7 | .35 | .21 | .53 |
| TOTAL ALL EXPENSES | ( 31) | 41.7% | 34.1% | 44.7% | 2.89 | 2.05 | 3.19 | ( 33) | 38.7% | 34.9% | 44.2% | 3.72 | 2.88 | 4.38 |
| NET OPERATING INCOME | ( 31) | 57.0% | 48.8% | 64.0% | 3.66 | 2.67 | 4.70 | ( 33) | 59.4% | 55.3% | 64.2% | 5.36 | 4.04 | 6.45 |
| PAYROLL RECAP** | ( 23) | 8.4 | 6.7 | 9.8 | .55 | .45 | .64 | ( 30) | 7.8 | 6.1 | 9.0 | .72 | .53 | .87 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

**SELECTED REGIONS**
**U.S.A.**

## MEDIAN INCOME AND OPERATING COSTS

**BY BUILDING TYPE AND SUBSIDY TYPE**

REGION 5

LOW RISE BUILDINGS
ALL FAMILY/NONELDERLY

57 BUILDINGS 4,899 APARTMENTS
3,891,247 RENTABLE SQUARE FEET

| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
|---|---|---|---|---|---|---|---|
| | | MED | LOW | HIGH | MED | LOW | HIGH |
| INCOME | | | | | | | |
| RENTS-APARTMENTS | ( 57) | 98.7% | 97.2% | 99.2% | 5.76 | 4.36 | 7.41 |
| RENTS-GARAGE/PARKING | ( 11) | 2.3 | 1.4 | 2.7 | .12 | .08 | .18 |
| RENTS-STORES/OFFICES | ( 2) | .2 | | | .02 | | |
| GROSS POSSIBLE RENTS | ( 57) | 98.9% | 97.9% | 99.4% | 5.76 | 4.48 | 7.41 |
| VACANCIES/RENT LOSS | ( 53) | 1.9 | .7 | 3.6 | .12 | .04 | .22 |
| TOTAL RENTS COLLECTED | ( 57) | 97.1 | 94.7 | 98.1 | 5.59 | 4.19 | 7.27 |
| OTHER INCOME | ( 54) | 1.2 | .7 | 2.1 | .07 | .05 | .11 |
| GROSS POSSIBLE INCOME | ( 57) | 100.0% | 100.0% | 100.0% | 5.79 | 4.58 | 7.44 |
| TOTAL COLLECTIONS | ( 57) | 98.4 | 96.5 | 99.4 | 5.71 | 4.38 | 7.40 |
| EXPENSES | | | | | | | |
| MANAGEMENT FEE | ( 56) | 5.7 | 4.7 | 6.5 | .34 | .27 | .42 |
| OTHER ADMINISTRTVE.** | ( 57) | 6.1 | 4.5 | 7.5 | .39 | .28 | .48 |
| SUBTOTAL ADMINIST. | ( 57) | 11.4% | 9.3% | 13.5% | .72 | .56 | .85 |
| SUPPLIES | ( 51) | .3 | .1 | .6 | .02 | .01 | .05 |
| HEATING FUEL-CA ONLY* | ( 21) | .8 | .6 | 1.4 | .06 | .03 | .08 |
| CA & APTS.* | ( 31) | 7.2 | 4.5 | 8.8 | .41 | .30 | .53 |
| ELECTRICITY--CA ONLY* | ( 38) | 1.6 | 1.2 | 2.7 | .10 | .06 | .16 |
| CA & APTS.* | ( 19) | 8.5 | 2.1 | 10.1 | .63 | .18 | .76 |
| WATER/SEWER--CA ONLY* | ( 1) | .5 | | | .03 | | |
| CA & APTS.* | ( 56) | 3.2 | 1.9 | 3.9 | .16 | .12 | .22 |
| GAS----------CA ONLY* | ( 11) | .1 | .1 | .4 | .01 | | |
| CA & APTS.* | ( 21) | 2.2 | 1.3 | 2.8 | .14 | .09 | .21 |
| BUILDING SERVICES | ( 39) | .7 | .5 | 1.1 | .05 | .02 | .07 |
| OTHER OPERATING | ( 38) | .4 | .2 | .8 | .03 | .01 | .05 |
| SUBTOTAL OPERATING | ( 57) | 13.4% | 7.4% | 21.3% | .66 | .47 | 1.10 |
| SECURITY** | ( 20) | .2 | .1 | .4 | .01 | .01 | .02 |
| GROUNDS MAINTENANCE** | ( 48) | 1.4 | .9 | 3.0 | .09 | .04 | .15 |
| MAINTENANCE-REPAIRS | ( 56) | 5.3 | 2.6 | 8.7 | .28 | .14 | .49 |
| PAINTING/DECORATING** | ( 56) | 1.6 | .7 | 4.1 | .09 | .03 | .21 |
| SUBTOTAL MAINTENANCE | ( 57) | 8.9% | 5.6% | 15.2% | .51 | .37 | .96 |
| REAL ESTATE TAXES | ( 57) | 8.4 | 5.1 | 11.0 | .47 | .26 | .67 |
| OTHER TAX/FEE/PERMIT | ( 32) | .2 | .1 | 1.8 | .02 | .00 | .08 |
| INSURANCE | ( 57) | 2.8 | 2.0 | 4.6 | .17 | .10 | .29 |
| SUBTOTAL TAX-INSURNCE | ( 57) | 11.8% | 9.5% | 14.6% | .74 | .53 | .92 |
| RECREATNL/AMENITIES** | ( 11) | .5 | .1 | .9 | .03 | .01 | .05 |
| OTHER PAYROLL** | ( 33) | 4.2 | 2.9 | 7.0 | .30 | .19 | .35 |
| TOTAL ALL EXPENSES | ( 57) | 49.9% | 40.4% | 69.4% | 3.15 | 2.37 | 3.58 |
| NET OPERATING INCOME | ( 57) | 45.1% | 27.8% | 58.3% | 2.34 | 1.53 | 3.83 |
| PAYROLL RECAP** | ( 52) | 7.9 | 4.6 | 10.7 | .50 | .32 | .61 |

REGION 5

GARDEN BUILDINGS

124 BUILDINGS 13,843 APARTMENTS
11,030,965 RENTABLE SQUARE FEET

| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
|---|---|---|---|---|---|---|---|
| | | MED | LOW | HIGH | MED | LOW | HIGH |
| INCOME | | | | | | | |
| RENTS-APARTMENTS | ( 124) | 98.0% | 96.6% | 98.9% | 5.05 | 4.11 | 6.17 |
| RENTS-GARAGE/PARKING | ( 13) | 1.6 | 1.1 | 2.0 | .10 | .05 | .13 |
| RENTS-STORES/OFFICES | ( 1) | 1.5 | | | | | |
| GROSS POSSIBLE RENTS | ( 124) | 98.1% | 97.1% | 99.0% | 5.05 | 4.11 | 6.19 |
| VACANCIES/RENT LOSS | ( 118) | 1.4 | .5 | 2.8 | .08 | .03 | .15 |
| TOTAL RENTS COLLECTED | ( 124) | 96.5 | 94.0 | 98.3 | 4.83 | 4.00 | 6.13 |
| OTHER INCOME | ( 116) | 2.0 | 1.1 | 3.1 | .10 | .06 | .16 |
| GROSS POSSIBLE INCOME | ( 124) | 100.0% | 100.0% | 100.0% | 5.13 | 4.22 | 6.34 |
| TOTAL COLLECTIONS | ( 124) | 98.8 | 97.5 | 99.6 | 4.91 | 4.07 | 6.20 |
| EXPENSES | | | | | | | |
| MANAGEMENT FEE | ( 124) | 5.7 | 4.7 | 6.6 | .30 | .24 | .35 |
| OTHER ADMINISTRTVE.** | ( 122) | 7.7 | 5.8 | 10.5 | .41 | .31 | .52 |
| SUBTOTAL ADMINIST. | ( 124) | 14.1% | 10.6% | 16.1% | .68 | .59 | .87 |
| SUPPLIES | ( 114) | .4 | .2 | .8 | .02 | .01 | .04 |
| HEATING FUEL-CA ONLY* | ( 51) | .6 | .3 | 1.5 | .04 | .02 | .08 |
| CA & APTS.* | ( 60) | 7.5 | 5.4 | 9.6 | .36 | .25 | .52 |
| ELECTRICITY--CA ONLY* | ( 94) | 1.7 | 1.0 | 2.6 | .08 | .05 | .13 |
| CA & APTS.* | ( 30) | 8.9 | 6.4 | 12.2 | .60 | .34 | .76 |
| WATER/SEWER--CA ONLY* | ( 6) | 2.0 | | | .17 | | |
| CA & APTS.* | ( 117) | 3.5 | 2.6 | 4.9 | .18 | .15 | .23 |
| GAS----------CA ONLY* | ( 23) | .3 | .1 | 1.3 | .02 | .00 | .08 |
| CA & APTS.* | ( 48) | 2.6 | .6 | 4.1 | .13 | .04 | .20 |
| BUILDING SERVICES | ( 107) | 1.2 | .7 | 1.8 | .06 | .04 | .09 |
| OTHER OPERATING | ( 68) | .3 | .1 | 1.0 | .02 | .01 | .06 |
| SUBTOTAL OPERATING | ( 124) | 13.1% | 7.5% | 22.5% | .70 | .45 | 1.14 |
| SECURITY** | ( 54) | .5 | .1 | 1.2 | .02 | .01 | .06 |
| GROUNDS MAINTENANCE** | ( 122) | 2.2 | 1.3 | 3.5 | .12 | .07 | .17 |
| MAINTENANCE-REPAIRS | ( 124) | 4.1 | 2.3 | 7.0 | .23 | .14 | .36 |
| PAINTING/DECORATING** | ( 123) | 1.9 | 1.1 | 2.8 | .10 | .06 | .15 |
| SUBTOTAL MAINTENANCE | ( 124) | 9.1% | 6.2% | 13.7% | .47 | .36 | .64 |
| REAL ESTATE TAXES | ( 124) | 8.8 | 6.2 | 11.7 | .48 | .32 | .62 |
| OTHER TAX/FEE/PERMIT | ( 72) | .3 | .1 | 1.1 | .02 | .01 | .07 |
| INSURANCE | ( 124) | 2.4 | 1.6 | 3.7 | .13 | .09 | .20 |
| SUBTOTAL TAX-INSURNCE | ( 124) | 12.3% | 9.7% | 14.7% | .64 | .48 | .80 |
| RECREATNL/AMENITIES** | ( 51) | .4 | .3 | .7 | .02 | .01 | .04 |
| OTHER PAYROLL** | ( 96) | 6.8 | 4.8 | 9.3 | .37 | .24 | .43 |
| TOTAL ALL EXPENSES | ( 124) | 59.7% | 42.5% | 71.3% | 2.96 | 2.42 | 3.52 |
| NET OPERATING INCOME | ( 124) | 38.7% | 25.3% | 55.2% | 1.85 | 1.06 | 3.44 |
| PAYROLL RECAP** | ( 119) | 11.3 | 8.2 | 14.6 | .59 | .47 | .71 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

| | REGION 5<br>GARDEN BUILDINGS<br>SECTION 221(D)3<br>14 BUILDINGS 1,843 APARTMENTS<br>1,226,123 RENTABLE SQUARE FEET | | | | | | | REGION 5<br>GARDEN BUILDINGS<br>SECTION 236<br>54 BUILDINGS 6,369 APARTMENTS<br>5,058,137 RENTABLE SQUARE FEET | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
| | | MED | LOW | HIGH | MED | LOW | HIGH | | MED | LOW | HIGH | MED | LOW | HIGH |
| INCOME | | | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 14) | 99.4% | 96.6% | 99.5% | 4.88 | 4.16 | 6.05 | ( 54) | 97.7% | 96.2% | 98.3% | 4.23 | 3.73 | 4.56 |
| RENTS-GARAGE/PARKING | ( 2) | 2.2 | | | .13 | | | ( 2) | 1.9 | | | .05 | | |
| RENTS-STORES/OFFICES | ( 1) | 1.5 | | | | | | ( ) | | | | | | |
| GROSS POSSIBLE RENTS | ( 14) | 99.4% | 96.6% | 99.7% | 4.88 | 4.16 | 6.05 | ( 54) | 97.8% | 96.6% | 98.4% | 4.23 | 3.73 | 4.56 |
| VACANCIES/RENT LOSS | ( 13) | .5 | .4 | 1.1 | .05 | .02 | .10 | ( 53) | 1.7 | 1.0 | 2.8 | .08 | .04 | .11 |
| TOTAL RENTS COLLECTED | ( 14) | 98.9 | 95.1 | 99.3 | 4.83 | 4.16 | 6.04 | ( 54) | 95.6 | 93.3 | 97.0 | 4.06 | 3.62 | 4.50 |
| OTHER INCOME | ( 13) | .6 | .4 | 3.4 | .03 | .02 | .16 | ( 52) | 2.4 | 1.7 | 3.4 | .10 | .07 | .14 |
| GROSS POSSIBLE INCOME | ( 14) | 100.0% | 100.0% | 100.0% | 4.96 | 4.26 | 6.05 | ( 54) | 100.0% | 100.0% | 100.0% | 4.36 | 3.89 | 4.83 |
| TOTAL COLLECTIONS | ( 14) | 99.6 | 99.2 | 99.9 | 4.94 | 4.18 | 6.05 | ( 54) | 98.4 | 97.4 | 99.1 | 4.17 | 3.72 | 4.80 |
| EXPENSES | | | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 14) | 5.9 | 3.9 | 7.2 | .36 | .25 | .39 | ( 54) | 5.9 | 5.7 | 7.3 | .29 | .22 | .33 |
| OTHER ADMINISTRTVE.** | ( 14) | 8.1 | 5.3 | 9.2 | .40 | .29 | .48 | ( 53) | 9.4 | 7.3 | 11.1 | .39 | .31 | .51 |
| SUBTOTAL ADMINIST. | ( 14) | 15.4% | 9.4% | 15.7% | .76 | .54 | .77 | ( 54) | 15.7% | 13.6% | 17.3% | .65 | .59 | .76 |
| SUPPLIES | ( 11) | .2 | .1 | .3 | .01 | | | ( 51) | .6 | .3 | 1.1 | .02 | .01 | .04 |
| HEATING FUEL-CA ONLY* | ( 7) | .2 | | | .01 | | | ( 13) | 1.8 | .6 | 8.0 | .06 | .03 | .31 |
| CA & APTS.* | ( 7) | 9.1 | | | .49 | | | ( 36) | 8.0 | 5.9 | 11.3 | .36 | .26 | .44 |
| ELECTRICITY--CA ONLY* | ( 9) | 1.7 | | | .09 | | | ( 36) | 1.8 | 1.3 | 2.4 | .07 | .05 | .09 |
| CA & APTS.* | ( 5) | 6.4 | | | .46 | | | ( 18) | 12.0 | 6.6 | 13.9 | .61 | .31 | .72 |
| WATER/SEWER--CA ONLY* | ( 1) | .1 | | | | | | ( ) | | | | | | |
| CA & APTS.* | ( 13) | 3.2 | 2.0 | 4.1 | .16 | .13 | .20 | ( 54) | 4.5 | 3.6 | 5.4 | .18 | .16 | .23 |
| GAS----------CA ONLY* | ( 6) | .3 | | | .01 | | | ( 6) | 1.7 | | | .05 | | |
| CA & APTS.* | ( 6) | 1.2 | | | .14 | | | ( 29) | 3.9 | 2.6 | 4.9 | .18 | .11 | .22 |
| BUILDING SERVICES | ( 11) | .8 | .3 | 1.1 | .04 | .02 | .05 | ( 47) | 1.3 | 1.0 | 2.1 | .05 | .04 | .09 |
| OTHER OPERATING | ( 10) | .2 | | | .03 | | | ( 34) | .3 | .2 | 1.0 | .01 | .01 | .05 |
| SUBTOTAL OPERATING | ( 14) | 9.9% | 5.7% | 20.6% | .70 | .34 | 1.37 | ( 54) | 22.9% | 18.5% | 26.4% | .94 | .64 | 1.23 |
| SECURITY** | ( 3) | 1.2 | | | .06 | | | ( 28) | .7 | .1 | 1.6 | .03 | .00 | .05 |
| GROUNDS MAINTENANCE** | ( 14) | 2.4 | 1.6 | 4.3 | .15 | .10 | .19 | ( 54) | 2.6 | 1.6 | 3.9 | .11 | .07 | .17 |
| MAINTENANCE-REPAIRS | ( 14) | 5.9 | 2.4 | 8.9 | .25 | .14 | .45 | ( 54) | 5.7 | 3.6 | 8.3 | .24 | .15 | .35 |
| PAINTING/DECORATING** | ( 14) | 2.8 | 1.4 | 3.2 | .14 | .11 | .17 | ( 54) | 2.2 | 1.4 | 3.1 | .10 | .06 | .14 |
| SUBTOTAL MAINTENANCE | ( 14) | 11.8% | 8.5% | 15.8% | .67 | .40 | .73 | ( 54) | 11.1% | 8.1% | 15.0% | .49 | .36 | .64 |
| REAL ESTATE TAXES | ( 14) | 10.3 | 3.8 | 11.5 | .49 | .27 | .63 | ( 54) | 10.2 | 7.5 | 12.6 | .45 | .30 | .57 |
| OTHER TAX/FEE/PERMIT | ( 11) | .2 | .1 | .8 | .01 | | | ( 30) | .6 | .1 | 1.8 | .02 | .00 | .07 |
| INSURANCE | ( 14) | 4.4 | 2.1 | 6.1 | .22 | .11 | .34 | ( 54) | 2.9 | 1.9 | 4.6 | .10 | .09 | .18 |
| SUBTOTAL TAX-INSURNCE | ( 14) | 12.9% | 10.0% | 15.6% | .70 | .58 | .91 | ( 54) | 13.7% | 11.2% | 15.9% | .57 | .44 | .74 |
| RECREATNL/AMENITIES** | ( 2) | .4 | | | .02 | | | ( 31) | .4 | .3 | .7 | .02 | .01 | .03 |
| OTHER PAYROLL** | ( 12) | 9.5 | 4.6 | 9.6 | .38 | .25 | .45 | ( 43) | 8.1 | 6.5 | 9.6 | .39 | .25 | .42 |
| TOTAL ALL EXPENSES | ( 14) | 60.8% | 43.6% | 71.3% | 2.91 | 2.59 | 3.69 | ( 54) | 70.9% | 63.4% | 79.2% | 3.11 | 2.69 | 3.52 |
| NET OPERATING INCOME | ( 14) | 44.3% | 27.4% | 55.0% | 2.19 | 1.24 | 2.96 | ( 54) | 25.4% | 19.2% | 33.2% | 1.04 | .83 | 1.42 |
| PAYROLL RECAP** | ( 14) | 16.3 | 9.3 | 17.1 | .68 | .57 | .87 | ( 53) | 13.4 | 11.7 | 15.1 | .59 | .48 | .68 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix. Copyright © 1987, Institute of Real Estate Management.

REGION 5
GARDEN BUILDINGS
SECT. 8 - FAMILY
48 BUILDINGS 5,238 APARTMENTS
4,507,931 RENTABLE SQUARE FEET

REGION 5
GARDEN BUILDINGS
ALL FAMILY/NONELDERLY
116 BUILDINGS 13,450 APARTMENTS
10,792,191 RENTABLE SQUARE FEET

| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| INCOME | | MED | LOW | HIGH | MED | LOW | HIGH | | MED | LOW | HIGH | MED | LOW | HIGH |
| RENTS-APARTMENTS | ( 48) | 98.1% | 96.5% | 98.9% | 6.09 | 5.37 | 7.02 | ( 116) | 97.9% | 96.5% | 98.7% | 4.88 | 4.06 | 6.04 |
| RENTS-GARAGE/PARKING | ( 8) | 1.6 | | | .10 | | | ( 12) | 1.6 | 1.1 | 1.9 | .10 | .04 | .10 |
| RENTS-STORES/OFFICES | ( ) | | | | | | | ( 1) | 1.5 | | | | | |
| GROSS POSSIBLE RENTS | ( 48) | 98.5% | 97.3% | 99.2% | 6.15 | 5.52 | 7.02 | ( 116) | 98.0% | 96.9% | 98.9% | 4.88 | 4.06 | 6.04 |
| VACANCIES/RENT LOSS | ( 44) | 1.5 | .4 | 3.3 | .09 | .03 | .20 | ( 110) | 1.5 | .6 | 2.8 | .08 | .03 | .15 |
| TOTAL RENTS COLLECTED | ( 48) | 97.0 | 94.0 | 98.5 | 6.08 | 4.89 | 7.02 | ( 116) | 96.2 | 94.0 | 98.2 | 4.68 | 3.98 | 6.04 |
| OTHER INCOME | ( 44) | 1.8 | 1.1 | 2.8 | .11 | .06 | .17 | ( 109) | 2.1 | 1.3 | 3.2 | .10 | .06 | .16 |
| GROSS POSSIBLE INCOME | ( 48) | 100.0% | 100.0% | 100.0% | 6.18 | 5.64 | 7.13 | ( 116) | 100.0% | 100.0% | 100.0% | 4.97 | 4.18 | 6.05 |
| TOTAL COLLECTIONS | ( 48) | 98.7 | 97.2 | 99.6 | 6.12 | 4.97 | 7.13 | ( 116) | 98.7 | 97.4 | 99.6 | 4.90 | 4.04 | 6.05 |
| EXPENSES | | | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 48) | 5.0 | 4.4 | 5.6 | .30 | .25 | .35 | ( 116) | 5.8 | 4.7 | 6.6 | .29 | .23 | .34 |
| OTHER ADMINISTRTVE.** | ( 48) | 7.0 | 5.4 | 9.2 | .45 | .35 | .53 | ( 115) | 8.0 | 5.9 | 10.5 | .41 | .31 | .52 |
| SUBTOTAL ADMINIST. | ( 48) | 11.7% | 10.4% | 14.9% | .75 | .59 | .92 | ( 116) | 14.2% | 10.8% | 16.3% | .68 | .59 | .87 |
| SUPPLIES | ( 44) | .2 | .1 | .5 | .02 | .01 | .04 | ( 106) | .4 | .2 | .8 | .02 | .01 | .04 |
| HEATING FUEL-CA ONLY* | ( 27) | .6 | .3 | 1.0 | .04 | .03 | .06 | ( 47) | .6 | .3 | 1.4 | .04 | .02 | .07 |
| CA & APTS.* | ( 13) | 5.8 | 3.4 | 9.0 | .33 | .22 | .61 | ( 56) | 7.9 | 5.5 | 9.6 | .36 | .25 | .52 |
| ELECTRICITY--CA ONLY* | ( 45) | 1.7 | .8 | 2.6 | .11 | .06 | .16 | ( 90) | 1.7 | 1.0 | 2.5 | .08 | .06 | .13 |
| CA & APTS.* | ( 3) | 7.0 | | | .19 | | | ( 26) | 8.9 | 6.4 | 12.8 | .52 | .31 | .72 |
| WATER/SEWER--CA ONLY* | ( 3) | 2.6 | | | .16 | | | ( 4) | 2.6 | | | .16 | | |
| CA & APTS.* | ( 44) | 3.0 | 2.2 | 3.6 | .17 | .15 | .23 | ( 111) | 3.7 | 2.7 | 4.9 | .18 | .15 | .23 |
| GAS----------CA ONLY* | ( 10) | .3 | | | .05 | | | ( 22) | .3 | .1 | 1.5 | .02 | .00 | .06 |
| CA & APTS.* | ( 9) | .6 | | | .04 | | | ( 44) | 3.2 | .6 | 4.2 | .14 | .03 | .21 |
| BUILDING SERVICES | ( 42) | 1.1 | .7 | 1.8 | .08 | .05 | .10 | ( 100) | 1.2 | .8 | 1.9 | .06 | .04 | .09 |
| OTHER OPERATING | ( 21) | .7 | .1 | 1.0 | .04 | .01 | .06 | ( 65) | .3 | .1 | 1.0 | .02 | .01 | .06 |
| SUBTOTAL OPERATING | ( 48) | 7.9% | 6.0% | 11.9% | .53 | .35 | .67 | ( 116) | 13.4% | 7.5% | 22.9% | .70 | .45 | 1.10 |
| SECURITY** | ( 21) | .3 | .1 | .8 | .02 | .01 | .04 | ( 52) | .5 | .1 | 1.1 | .02 | .01 | .06 |
| GROUNDS MAINTENANCE** | ( 46) | 1.6 | .9 | 2.5 | .09 | .06 | .16 | ( 114) | 2.2 | 1.3 | 3.5 | .11 | .07 | .17 |
| MAINTENANCE-REPAIRS | ( 48) | 2.9 | 1.9 | 6.4 | .20 | .13 | .36 | ( 116) | 4.3 | 2.4 | 7.5 | .23 | .14 | .36 |
| PAINTING/DECORATING** | ( 47) | 1.7 | .9 | 2.6 | .09 | .05 | .14 | ( 115) | 2.0 | 1.1 | 2.9 | .10 | .06 | .15 |
| SUBTOTAL MAINTENANCE | ( 48) | 7.5% | 4.7% | 9.4% | .45 | .30 | .57 | ( 116) | 9.9% | 6.9% | 13.9% | .48 | .36 | .64 |
| REAL ESTATE TAXES | ( 48) | 8.5 | 5.7 | 10.5 | .49 | .35 | .67 | ( 116) | 9.1 | 6.3 | 11.8 | .47 | .30 | .60 |
| OTHER TAX/FEE/PERMIT | ( 26) | .3 | .1 | 1.1 | .02 | .01 | .06 | ( 67) | .3 | .1 | 1.2 | .02 | .01 | .06 |
| INSURANCE | ( 48) | 2.0 | 1.5 | 2.6 | .13 | .09 | .16 | ( 116) | 2.5 | 1.6 | 3.8 | .13 | .09 | .20 |
| SUBTOTAL TAX-INSURNCE | ( 48) | 10.7% | 8.4% | 13.3% | .64 | .48 | .90 | ( 116) | 12.4% | 9.0% | 15.1% | .64 | .46 | .79 |
| RECREATNL/AMENITIES** | ( 13) | .4 | .2 | .8 | .03 | .02 | .05 | ( 46) | .4 | .3 | .8 | .02 | .01 | .04 |
| OTHER PAYROLL** | ( 34) | 5.2 | 4.0 | 7.0 | .33 | .23 | .45 | ( 89) | 7.0 | 5.0 | 9.4 | .37 | .25 | .43 |
| TOTAL ALL EXPENSES | ( 48) | 42.5% | 37.9% | 51.4% | 2.81 | 2.34 | 3.28 | ( 116) | 60.8% | 42.8% | 72.4% | 2.92 | 2.40 | 3.48 |
| NET OPERATING INCOME | ( 48) | 53.7% | 45.5% | 59.9% | 3.44 | 2.28 | 4.21 | ( 116) | 36.7% | 25.1% | 52.7% | 1.72 | 1.01 | 3.29 |
| PAYROLL RECAP** | ( 45) | 8.7 | 7.1 | 10.1 | .55 | .41 | .71 | ( 112) | 11.7 | 8.4 | 14.6 | .59 | .47 | .71 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix. Copyright © 1987, Institute of Real Estate Management.

REGION 6

LOW RISE BUILDINGS

35 BUILDINGS 3,504 APARTMENTS
2,416,899 RENTABLE SQUARE FEET

| | BLDGS. | % OF GPTI MED | % OF GPTI LOW | % OF GPTI HIGH | $/SQ.FT. MED | $/SQ.FT. LOW | $/SQ.FT. HIGH |
|---|---|---|---|---|---|---|---|
| INCOME | | | | | | | |
| RENTS-APARTMENTS | ( 35) | 98.6% | 97.7% | 98.9% | 4.99 | 4.26 | 5.98 |
| RENTS-GARAGE/PARKING | ( ) | | | | | | |
| RENTS-STORES/OFFICES | ( ) | | | | | | |
| GROSS POSSIBLE RENTS | ( 35) | 98.6% | 97.7% | 98.9% | 4.99 | 4.26 | 5.98 |
| VACANCIES/RENT LOSS | ( 35) | 1.1 | .4 | 3.4 | .06 | .02 | .16 |
| TOTAL RENTS COLLECTED | ( 35) | 96.7 | 94.3 | 97.8 | 4.71 | 3.98 | 5.74 |
| OTHER INCOME | ( 32) | 1.7 | 1.3 | 2.3 | .10 | .06 | .12 |
| GROSS POSSIBLE INCOME | ( 35) | 100.0% | 100.0% | 100.0% | 5.06 | 4.40 | 6.11 |
| TOTAL COLLECTIONS | ( 35) | 98.9 | 96.6 | 99.5 | 4.81 | 4.12 | 5.90 |
| EXPENSES | | | | | | | |
| MANAGEMENT FEE | ( 35) | 6.1 | 5.6 | 6.8 | .32 | .27 | .37 |
| OTHER ADMINISTRTVE.** | ( 35) | 6.3 | 4.6 | 8.5 | .30 | .20 | .45 |
| SUBTOTAL ADMINIST. | ( 35) | 12.3% | 10.6% | 14.7% | .62 | .51 | .84 |
| SUPPLIES | ( 34) | .6 | .4 | .9 | .03 | .02 | .05 |
| HEATING FUEL-CA ONLY* | ( 5) | .4 | | | .04 | | |
| CA & APTS.* | ( 28) | 3.9 | 3.3 | 5.2 | .20 | .15 | .26 |
| ELECTRICITY--CA ONLY* | ( 9) | 1.9 | | | .08 | | |
| CA & APTS.* | ( 26) | 8.7 | 6.9 | 10.9 | .40 | .36 | .59 |
| WATER/SEWER--CA ONLY* | ( 2) | 3.8 | | | .25 | | |
| CA & APTS.* | ( 33) | 4.0 | 2.3 | 5.2 | .20 | .15 | .25 |
| GAS----------CA ONLY* | ( 3) | .3 | | | .03 | | |
| CA & APTS.* | ( 26) | 3.8 | 3.0 | 4.3 | .18 | .14 | .21 |
| BUILDING SERVICES | ( 32) | 1.4 | 1.1 | 2.2 | .08 | .05 | .11 |
| OTHER OPERATING | ( 9) | .8 | | | .06 | | |
| SUBTOTAL OPERATING | ( 35) | 22.3% | 17.7% | 28.0% | 1.08 | .90 | 1.35 |
| SECURITY** | ( 18) | 1.4 | .4 | 3.5 | .06 | .02 | .19 |
| GROUNDS MAINTENANCE** | ( 33) | 2.8 | 2.2 | 3.7 | .15 | .11 | .17 |
| MAINTENANCE-REPAIRS | ( 35) | 4.7 | 2.9 | 6.7 | .24 | .18 | .34 |
| PAINTING/DECORATING** | ( 33) | 1.5 | 1.0 | 2.7 | .08 | .05 | .13 |
| SUBTOTAL MAINTENANCE | ( 35) | 10.7% | 7.3% | 13.9% | .54 | .34 | .70 |
| REAL ESTATE TAXES | ( 34) | 3.6 | 2.2 | 6.0 | .19 | .11 | .30 |
| OTHER TAX/FEE/PERMIT | ( 26) | .4 | .3 | .4 | .02 | .01 | .02 |
| INSURANCE | ( 34) | 5.8 | 4.9 | 6.6 | .26 | .23 | .31 |
| SUBTOTAL TAX-INSURNCE | ( 35) | 8.7% | 7.4% | 11.8% | .45 | .38 | .58 |
| RECREATNL/AMENITIES** | ( 1) | .1 | | | .01 | | |
| OTHER PAYROLL** | ( 30) | 12.7 | 4.8 | 14.6 | .60 | .30 | .73 |
| TOTAL ALL EXPENSES | ( 35) | 69.3% | 51.4% | 77.8% | 3.31 | 2.59 | 3.63 |
| NET OPERATING INCOME | ( 35) | 27.3% | 19.9% | 31.9% | 1.27 | .88 | 1.72 |
| PAYROLL RECAP** | ( 30) | 13.9 | 10.7 | 15.5 | .63 | .57 | .81 |

REGION 6

LOW RISE BUILDINGS
ALL FAMILY/NONELDERLY

26 BUILDINGS 2,460 APARTMENTS
1,796,764 RENTABLE SQUARE FEET

| | BLDGS. | % OF GPTI MED | % OF GPTI LOW | % OF GPTI HIGH | $/SQ.FT. MED | $/SQ.FT. LOW | $/SQ.FT. HIGH |
|---|---|---|---|---|---|---|---|
| INCOME | | | | | | | |
| RENTS-APARTMENTS | ( 26) | 98.3% | 97.0% | 98.7% | 4.75 | 4.02 | 5.64 |
| RENTS-GARAGE/PARKING | ( ) | | | | | | |
| RENTS-STORES/OFFICES | ( ) | | | | | | |
| GROSS POSSIBLE RENTS | ( 26) | 98.3% | 97.0% | 98.7% | 4.75 | 4.02 | 5.64 |
| VACANCIES/RENT LOSS | ( 26) | 1.2 | .5 | 3.1 | .05 | .02 | .15 |
| TOTAL RENTS COLLECTED | ( 26) | 96.7 | 94.8 | 97.6 | 4.58 | 3.98 | 5.45 |
| OTHER INCOME | ( 25) | 1.8 | 1.3 | 3.0 | .10 | .06 | .13 |
| GROSS POSSIBLE INCOME | ( 26) | 100.0% | 100.0% | 100.0% | 4.84 | 4.15 | 5.77 |
| TOTAL COLLECTIONS | ( 26) | 99.1 | 96.9 | 99.5 | 4.66 | 4.12 | 5.52 |
| EXPENSES | | | | | | | |
| MANAGEMENT FEE | ( 26) | 6.5 | 5.0 | 7.0 | .32 | .27 | .35 |
| OTHER ADMINISTRTVE.** | ( 26) | 6.0 | 4.6 | 7.7 | .23 | .20 | .40 |
| SUBTOTAL ADMINIST. | ( 26) | 12.3% | 10.6% | 15.0% | .59 | .48 | .75 |
| SUPPLIES | ( 25) | .5 | .4 | .7 | .03 | .02 | .04 |
| HEATING FUEL-CA ONLY* | ( 2) | 1.7 | | | .11 | | |
| CA & APTS.* | ( 22) | 3.9 | 3.4 | 4.9 | .21 | .15 | .26 |
| ELECTRICITY--CA ONLY* | ( 5) | 1.3 | | | .08 | | |
| CA & APTS.* | ( 21) | 8.5 | 7.2 | 10.6 | .39 | .36 | .48 |
| WATER/SEWER--CA ONLY* | ( 2) | 3.8 | | | .25 | | |
| CA & APTS.* | ( 24) | 4.6 | 3.6 | 5.4 | .22 | .16 | .27 |
| GAS----------CA ONLY* | ( 1) | .1 | | | .01 | | |
| CA & APTS.* | ( 22) | 3.8 | 3.5 | 4.3 | .19 | .16 | .21 |
| BUILDING SERVICES | ( 25) | 1.5 | 1.2 | 2.3 | .09 | .06 | .11 |
| OTHER OPERATING | ( 3) | .5 | | | .03 | | |
| SUBTOTAL OPERATING | ( 26) | 23.3% | 19.4% | 28.4% | 1.08 | .90 | 1.32 |
| SECURITY** | ( 13) | 1.4 | .4 | 3.7 | .09 | .02 | .19 |
| GROUNDS MAINTENANCE** | ( 26) | 3.0 | 2.4 | 3.8 | .16 | .12 | .17 |
| MAINTENANCE-REPAIRS | ( 26) | 5.1 | 3.7 | 7.4 | .25 | .16 | .35 |
| PAINTING/DECORATING** | ( 26) | 1.7 | 1.2 | 2.7 | .08 | .05 | .14 |
| SUBTOTAL MAINTENANCE | ( 26) | 12.5% | 8.3% | 14.6% | .56 | .46 | .70 |
| REAL ESTATE TAXES | ( 26) | 3.0 | 2.0 | 5.3 | .14 | .10 | .30 |
| OTHER TAX/FEE/PERMIT | ( 23) | .4 | .3 | .4 | .02 | .01 | .02 |
| INSURANCE | ( 25) | 5.8 | 5.1 | 6.5 | .27 | .25 | .31 |
| SUBTOTAL TAX-INSURNCE | ( 26) | 9.2% | 7.4% | 11.7% | .44 | .37 | .49 |
| RECREATNL/AMENITIES** | ( ) | | | | | | |
| OTHER PAYROLL** | ( 24) | 13.9 | 11.0 | 14.9 | .62 | .53 | .77 |
| TOTAL ALL EXPENSES | ( 26) | 71.1% | 67.8% | 78.3% | 3.31 | 2.59 | 3.63 |
| NET OPERATING INCOME | ( 26) | 27.3% | 20.4% | 30.1% | 1.26 | .88 | 1.67 |
| PAYROLL RECAP** | ( 24) | 14.0 | 11.5 | 15.4 | .66 | .60 | .81 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

| | REGION 6<br>GARDEN BUILDINGS<br>52 BUILDINGS 6,726 APARTMENTS<br>5,606,625 RENTABLE SQUARE FEET | | | | | | | REGION 6<br>GARDEN BUILDINGS<br>SECTION 236<br>21 BUILDINGS 2,448 APARTMENTS<br>2,014,334 RENTABLE SQUARE FEET | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
| | | MED | LOW | HIGH | MED | LOW | HIGH | | MED | LOW | HIGH | MED | LOW | HIGH |
| INCOME | | | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 52) | 97.9% | 97.1% | 98.4% | 4.34 | 3.43 | 5.00 | ( 21) | 97.1% | 97.0% | 98.3% | 3.39 | 3.09 | 4.03 |
| RENTS-GARAGE/PARKING | ( ) | | | | | | | ( ) | | | | | | |
| RENTS-STORES/OFFICES | ( 2) | 1.4 | | | .07 | | | ( 1) | 1.4 | | | .07 | | |
| GROSS POSSIBLE RENTS | ( 52) | 97.9% | 97.1% | 98.4% | 4.34 | 3.43 | 5.00 | ( 21) | 97.1% | 97.0% | 98.3% | 3.39 | 3.09 | 4.03 |
| VACANCIES/RENT LOSS | ( 52) | 3.4 | 1.6 | 5.6 | .14 | .06 | .26 | ( 21) | 4.7 | 1.8 | 5.8 | .14 | .06 | .24 |
| TOTAL RENTS COLLECTED | ( 52) | 94.5 | 92.5 | 97.0 | 3.99 | 3.20 | 4.94 | ( 21) | 92.9 | 92.5 | 95.3 | 3.27 | 2.88 | 4.02 |
| OTHER INCOME | ( 50) | 2.1 | 1.6 | 2.9 | .09 | .06 | .13 | ( 20) | 2.9 | 2.1 | 3.0 | .09 | .07 | .11 |
| GROSS POSSIBLE INCOME | ( 52) | 100.0% | 100.0% | 100.0% | 4.41 | 3.60 | 5.21 | ( 21) | 100.0% | 100.0% | 100.0% | 3.44 | 3.17 | 4.08 |
| TOTAL COLLECTIONS | ( 52) | 96.8 | 94.4 | 98.4 | 4.07 | 3.27 | 5.01 | ( 21) | 95.3 | 94.2 | 98.2 | 3.38 | 2.96 | 4.07 |
| EXPENSES | | | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 52) | 5.8 | 5.0 | 6.4 | .24 | .21 | .29 | ( 21) | 6.4 | 6.1 | 7.4 | .24 | .22 | .27 |
| OTHER ADMINISTRTVE.** | ( 52) | 8.1 | 6.2 | 11.4 | .40 | .27 | .48 | ( 21) | 10.0 | 8.8 | 15.8 | .45 | .32 | .50 |
| SUBTOTAL ADMINIST. | ( 52) | 14.0% | 11.6% | 17.2% | .64 | .51 | .80 | ( 21) | 16.9% | 15.0% | 21.9% | .65 | .55 | .81 |
| SUPPLIES | ( 45) | .3 | .2 | .5 | .01 | .01 | .02 | ( 17) | .3 | .2 | .4 | .01 | .01 | .01 |
| HEATING FUEL-CA ONLY* | ( 17) | .9 | .4 | 1.8 | .03 | .02 | .10 | ( 3) | .9 | | | .03 | | |
| CA & APTS.* | ( 31) | 4.1 | 3.2 | 6.1 | .19 | .12 | .27 | ( 16) | 3.7 | 3.2 | 6.4 | .17 | .12 | .20 |
| ELECTRICITY--CA ONLY* | ( 31) | 1.8 | 1.3 | 2.4 | .07 | .05 | .12 | ( 11) | 3.0 | 1.6 | 3.7 | .10 | .05 | .12 |
| CA & APTS.* | ( 20) | 11.6 | 7.1 | 15.2 | .51 | .36 | .76 | ( 9) | 15.2 | | | .61 | | |
| WATER/SEWER--CA ONLY* | ( ) | | | | | | | ( ) | | | | | | |
| CA & APTS.* | ( 52) | 3.8 | 2.5 | 5.1 | .16 | .13 | .23 | ( 21) | 4.8 | 3.4 | 6.7 | .18 | .12 | .27 |
| GAS----------CA ONLY* | ( 24) | .2 | .1 | .3 | .01 | .01 | .01 | ( 8) | .4 | | | .01 | | |
| CA & APTS.* | ( 26) | 3.7 | 2.1 | 4.2 | .14 | .10 | .19 | ( 13) | 4.0 | 2.8 | 4.3 | .15 | .10 | .19 |
| BUILDING SERVICES | ( 48) | 1.7 | 1.3 | 2.6 | .08 | .06 | .10 | ( 19) | 1.9 | 1.5 | 2.5 | .08 | .06 | .09 |
| OTHER OPERATING | ( 25) | .3 | .1 | .5 | .01 | .01 | .03 | ( 11) | .3 | .1 | .4 | .01 | .00 | .01 |
| SUBTOTAL OPERATING | ( 52) | 16.1% | 9.7% | 24.0% | .61 | .51 | 1.07 | ( 21) | 21.6% | 17.1% | 28.1% | .69 | .56 | 1.29 |
| SECURITY** | ( 16) | .5 | .1 | .6 | .02 | .01 | .04 | ( 3) | .5 | | | .03 | | |
| GROUNDS MAINTENANCE** | ( 43) | 2.4 | 1.6 | 3.0 | .11 | .07 | .14 | ( 18) | 2.2 | 1.4 | 2.8 | .08 | .05 | .10 |
| MAINTENANCE-REPAIRS | ( 52) | 5.0 | 3.7 | 7.4 | .22 | .15 | .32 | ( 21) | 6.1 | 4.6 | 11.2 | .27 | .16 | .35 |
| PAINTING/DECORATING** | ( 50) | 1.8 | 1.0 | 3.3 | .08 | .05 | .14 | ( 21) | 2.4 | 1.2 | 4.6 | .10 | .05 | .16 |
| SUBTOTAL MAINTENANCE | ( 52) | 10.3% | 6.6% | 13.8% | .43 | .32 | .52 | ( 21) | 11.5% | 9.6% | 15.9% | .46 | .34 | .52 |
| REAL ESTATE TAXES | ( 52) | 5.7 | 4.7 | 7.0 | .29 | .16 | .34 | ( 21) | 6.3 | 4.9 | 6.9 | .21 | .16 | .32 |
| OTHER TAX/FEE/PERMIT | ( 36) | .6 | .4 | 1.1 | .03 | .02 | .06 | ( 13) | .8 | .1 | 1.3 | .03 | .00 | .05 |
| INSURANCE | ( 52) | 3.3 | 2.4 | 4.3 | .14 | .11 | .18 | ( 21) | 4.0 | 3.0 | 5.1 | .15 | .13 | .17 |
| SUBTOTAL TAX-INSURNCE | ( 52) | 9.7% | 8.3% | 11.3% | .43 | .33 | .53 | ( 21) | 11.1% | 9.8% | 11.4% | .37 | .33 | .52 |
| RECREATNL/AMENITIES** | ( 9) | .4 | | | .02 | | | ( 1) | .2 | | | .01 | | |
| OTHER PAYROLL** | ( 46) | 5.6 | 4.4 | 7.7 | .24 | .19 | .33 | ( 19) | 7.0 | 5.3 | 9.7 | .25 | .21 | .38 |
| TOTAL ALL EXPENSES | ( 52) | 64.8% | 47.3% | 70.1% | 2.42 | 2.03 | 3.01 | ( 21) | 70.6% | 67.1% | 77.6% | 2.45 | 2.14 | 3.01 |
| NET OPERATING INCOME | ( 52) | 31.5% | 25.6% | 47.3% | 1.25 | .84 | 2.24 | ( 21) | 25.2% | 20.0% | 26.2% | .83 | .75 | 1.06 |
| PAYROLL RECAP** | ( 50) | 9.2 | 8.0 | 14.1 | .46 | .33 | .57 | ( 20) | 14.1 | 8.8 | 15.5 | .51 | .42 | .57 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

REGION 6

GARDEN BUILDINGS
SECT. 8 - FAMILY

12 BUILDINGS 1,808 APARTMENTS
1,435,049 RENTABLE SQUARE FEET

| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
|---|---|---|---|---|---|---|---|
| | | MED | LOW | HIGH | MED | LOW | HIGH |
| INCOME | | | | | | | |
| RENTS-APARTMENTS | ( 12) | 98.2% | 97.4% | 99.4% | 5.45 | 4.90 | 5.73 |
| RENTS-GARAGE/PARKING | ( ) | | | | | | |
| RENTS-STORES/OFFICES | ( 1) | 1.0 | | | .05 | | |
| GROSS POSSIBLE RENTS | ( 12) | 98.2% | 97.4% | 99.4% | 5.45 | 4.95 | 5.73 |
| VACANCIES/RENT LOSS | ( 12) | 2.5 | 1.9 | 4.7 | .16 | .09 | .29 |
| TOTAL RENTS COLLECTED | ( 12) | 96.4 | 88.5 | 97.3 | 5.09 | 4.10 | 5.41 |
| OTHER INCOME | ( 12) | 2.1 | .6 | 2.6 | .12 | .03 | .14 |
| GROSS POSSIBLE INCOME | ( 12) | 100.0% | 100.0% | 100.0% | 5.57 | 4.97 | 6.01 |
| TOTAL COLLECTIONS | ( 12) | 97.9 | 95.3 | 98.1 | 5.23 | 4.28 | 5.82 |
| EXPENSES | | | | | | | |
| MANAGEMENT FEE | ( 12) | 5.3 | 5.2 | 5.8 | .29 | .24 | .32 |
| OTHER ADMINISTRTVE.** | ( 12) | 7.2 | 6.2 | 8.1 | .41 | .37 | .43 |
| SUBTOTAL ADMINIST. | ( 12) | 12.0% | 11.4% | 13.6% | .68 | .58 | .70 |
| SUPPLIES | ( 10) | .4 | | | .02 | | |
| HEATING FUEL-CA ONLY* | ( 6) | 1.3 | | | .10 | | |
| CA & APTS.* | ( 5) | 5.5 | | | .27 | | |
| ELECTRICITY--CA ONLY* | ( 10) | 1.7 | | | .07 | | |
| CA & APTS.* | ( 2) | 5.2 | | | .26 | | |
| WATER/SEWER--CA ONLY* | ( ) | | | | | | |
| CA & APTS.* | ( 12) | 2.7 | 2.3 | 3.2 | .15 | .13 | .20 |
| GAS----------CA ONLY* | ( 5) | .2 | | | .01 | | |
| CA & APTS.* | ( 5) | 3.1 | | | .12 | | |
| BUILDING SERVICES | ( 12) | 1.7 | 1.4 | 1.8 | .09 | .08 | .12 |
| OTHER OPERATING | ( 7) | .2 | | | .02 | | |
| SUBTOTAL OPERATING | ( 12) | 12.9% | 7.3% | 14.8% | .57 | .42 | .78 |
| SECURITY** | ( 4) | 1.7 | | | .08 | | |
| GROUNDS MAINTENANCE** | ( 9) | 2.3 | | | .12 | | |
| MAINTENANCE-REPAIRS | ( 12) | 4.5 | 2.8 | 4.7 | .22 | .16 | .24 |
| PAINTING/DECORATING** | ( 12) | 1.2 | .8 | 1.3 | .06 | .05 | .08 |
| SUBTOTAL MAINTENANCE | ( 12) | 6.6% | 4.6% | 9.4% | [illegible] | .27 | .43 |
| REAL ESTATE TAXES | ( 12) | 5.3 | 2.5 | 5.7 | .29 | .14 | .34 |
| OTHER TAX/FEE/PERMIT | ( 9) | .4 | | | .03 | | |
| INSURANCE | ( 12) | 2.9 | 1.8 | 3.4 | .17 | .11 | .21 |
| SUBTOTAL TAX-INSURNCE | ( 12) | 8.1% | 5.8% | 8.7% | .44 | .31 | .50 |
| RECREATNL/AMENITIES** | ( 3) | .1 | | | .00 | | |
| OTHER PAYROLL** | ( 11) | 4.4 | 2.3 | 6.0 | .28 | .13 | .33 |
| TOTAL ALL EXPENSES | ( 12) | 46.4% | 31.0% | 53.5% | 2.34 | 2.03 | 2.84 |
| NET OPERATING INCOME | ( 12) | 48.8% | 44.7% | 62.5% | 2.80 | 1.89 | 3.48 |
| PAYROLL RECAP** | ( 12) | 9.0 | 7.1 | 12.1 | .47 | .40 | .53 |

REGION 6

GARDEN BUILDINGS
ALL FAMILY/NONELDERLY

43 BUILDINGS 5,930 APARTMENTS
4,970,199 RENTABLE SQUARE FEET

| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
|---|---|---|---|---|---|---|---|
| | | MED | LOW | HIGH | MED | LOW | HIGH |
| INCOME | | | | | | | |
| RENTS-APARTMENTS | ( 43) | 97.7% | 97.0% | 98.4% | 4.03 | 3.31 | 4.96 |
| RENTS-GARAGE/PARKING | ( ) | | | | | | |
| RENTS-STORES/OFFICES | ( 2) | 1.4 | | | .07 | | |
| GROSS POSSIBLE RENTS | ( 43) | 97.7% | 97.0% | 98.4% | 4.03 | 3.31 | 4.96 |
| VACANCIES/RENT LOSS | ( 43) | 2.5 | 1.4 | 5.4 | .14 | .05 | .19 |
| TOTAL RENTS COLLECTED | ( 43) | 94.6 | 93.5 | 97.0 | 3.97 | 3.17 | 4.86 |
| OTHER INCOME | ( 42) | 2.4 | 1.6 | 3.0 | .09 | .06 | .13 |
| GROSS POSSIBLE INCOME | ( 43) | 100.0% | 100.0% | 100.0% | 4.08 | 3.41 | 5.13 |
| TOTAL COLLECTIONS | ( 43) | 97.5 | 94.5 | 98.4 | 4.06 | 3.34 | 4.96 |
| EXPENSES | | | | | | | |
| MANAGEMENT FEE | ( 43) | 5.9 | 5.2 | 6.4 | .24 | .21 | .28 |
| OTHER ADMINISTRTVE.** | ( 43) | 8.8 | 6.2 | 11.4 | .40 | .25 | .46 |
| SUBTOTAL ADMINIST. | ( 43) | 14.0% | 11.6% | 17.9% | .64 | .53 | .72 |
| SUPPLIES | ( 37) | .3 | .2 | .4 | .01 | .01 | .02 |
| HEATING FUEL-CA ONLY* | ( 12) | .5 | .4 | 1.3 | .03 | .02 | .10 |
| CA & APTS.* | ( 28) | 4.1 | 3.2 | 6.4 | .18 | .12 | .25 |
| ELECTRICITY--CA ONLY* | ( 26) | 1.9 | 1.3 | 3.0 | .08 | .05 | .12 |
| CA & APTS.* | ( 16) | 12.6 | 10.4 | 16.6 | .51 | .44 | .76 |
| WATER/SEWER--CA ONLY* | ( ) | | | | | | |
| CA & APTS.* | ( 43) | 4.1 | 2.7 | 5.4 | .16 | .13 | .26 |
| GAS----------CA ONLY* | ( 16) | .2 | .1 | .3 | .01 | .01 | .01 |
| CA & APTS.* | ( 25) | 3.7 | 2.4 | 4.2 | .14 | .10 | .19 |
| BUILDING SERVICES | ( 40) | 1.7 | 1.3 | 2.6 | .08 | .06 | .10 |
| OTHER OPERATING | ( 20) | .3 | .1 | .4 | .01 | .01 | .02 |
| SUBTOTAL OPERATING | ( 43) | 18.3% | 11.0% | 25.9% | .64 | .54 | 1.07 |
| SECURITY** | ( 12) | .5 | .1 | .6 | .03 | .01 | .04 |
| GROUNDS MAINTENANCE** | ( 36) | 2.5 | 1.7 | 2.9 | .11 | .08 | .14 |
| MAINTENANCE-REPAIRS | ( 43) | 5.4 | 3.8 | 8.9 | .22 | .15 | .34 |
| PAINTING/DECORATING** | ( 43) | 1.8 | 1.0 | 2.9 | .08 | .04 | .13 |
| SUBTOTAL MAINTENANCE | ( 43) | 10.3% | 6.6% | 14.2% | .43 | .31 | .52 |
| REAL ESTATE TAXES | ( 43) | 5.4 | 4.3 | 6.9 | .22 | .15 | .32 |
| OTHER TAX/FEE/PERMIT | ( 29) | .8 | .1 | 1.3 | .03 | .01 | .06 |
| INSURANCE | ( 43) | 3.4 | 2.8 | 4.3 | .15 | .12 | .18 |
| SUBTOTAL TAX-INSURNCE | ( 43) | 9.8% | 8.1% | 11.3% | .39 | .31 | .52 |
| RECREATNL/AMENITIES** | ( 5) | .2 | | | .01 | | |
| OTHER PAYROLL** | ( 39) | 5.7 | 4.4 | 8.1 | .24 | .17 | .33 |
| TOTAL ALL EXPENSES | ( 43) | 66.7% | 49.9% | 70.8% | 2.42 | 2.04 | 2.93 |
| NET OPERATING INCOME | ( 43) | 29.2% | 23.8% | 47.3% | 1.15 | .83 | 1.89 |
| PAYROLL RECAP** | ( 42) | 10.0 | 8.3 | 15.1 | .46 | .36 | .56 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

| | REGION 7<br>ELEVATOR BUILDINGS<br>23 BUILDINGS 2,151 APARTMENTS<br>1,157,495 RENTABLE SQUARE FEET | | | | | | | REGION 7<br>ELEVATOR BUILDINGS<br>SECT. 8 - ELDERLY/HAND.<br>15 BUILDINGS 1,271 APARTMENTS<br>674,238 RENTABLE SQUARE FEET | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
| INCOME | | MED | LOW | HIGH | MED | LOW | HIGH | | MED | LOW | HIGH | MED | LOW | HIGH |
| RENTS-APARTMENTS | ( 23) | 99.1% | 97.9% | 99.2% | 8.90 | 7.45 | 9.61 | ( 15) | 99.1% | 98.8% | 99.3% | 9.33 | 8.55 | 9.61 |
| RENTS-GARAGE/PARKING | ( ) | | | | | | | ( ) | | | | | | |
| RENTS-STORES/OFFICES | ( 1) | .8 | | | .05 | | | ( ) | | | | | | |
| GROSS POSSIBLE RENTS | ( 23) | 99.1% | 97.9% | 99.2% | 8.90 | 7.45 | 9.61 | ( 15) | 99.1% | 98.8% | 99.3% | 9.33 | 8.55 | 9.61 |
| VACANCIES/RENT LOSS | ( 21) | .1 | .0 | .7 | .01 | .00 | .06 | ( 15) | .1 | .0 | .2 | .01 | .00 | .02 |
| TOTAL RENTS COLLECTED | ( 23) | 98.4 | 96.9 | 99.0 | 8.89 | 7.45 | 9.61 | ( 15) | 99.0 | 98.1 | 99.1 | 9.31 | 8.55 | 9.61 |
| OTHER INCOME | ( 23) | .9 | .7 | 1.8 | .09 | .06 | .16 | ( 15) | .9 | .6 | 1.0 | .09 | .05 | .10 |
| GROSS POSSIBLE INCOME | ( 23) | 100.0% | 100.0% | 100.0% | 9.06 | 7.81 | 9.70 | ( 15) | 100.0% | 100.0% | 100.0% | 9.41 | 8.73 | 9.70 |
| TOTAL COLLECTIONS | ( 23) | 99.9 | 99.3 | 100.0 | 9.05 | 7.81 | 9.70 | ( 15) | 99.9 | 99.3 | 100.0 | 9.39 | 8.73 | 9.70 |
| EXPENSES | | | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 23) | 5.1 | 5.0 | 5.6 | .48 | .44 | .52 | ( 15) | 5.1 | 5.0 | 5.4 | .49 | .45 | .54 |
| OTHER ADMINISTRTVE.** | ( 23) | 5.7 | 5.0 | 7.2 | .54 | .44 | .60 | ( 15) | 5.4 | 4.0 | 6.3 | .49 | .36 | .56 |
| SUBTOTAL ADMINIST. | ( 23) | 11.1% | 10.1% | 12.5% | 1.05 | .82 | 1.10 | ( 15) | 10.5% | 10.0% | 11.2% | .93 | .82 | 1.09 |
| SUPPLIES | ( 23) | .4 | .2 | .7 | .03 | .01 | .06 | ( 15) | .4 | .2 | .7 | .04 | .01 | .06 |
| HEATING FUEL-CA ONLY* | ( 7) | .6 | | | .05 | | | ( 4) | 1.8 | | | .19 | | |
| CA & APTS.* | ( 16) | 2.5 | 2.0 | 3.3 | .24 | .18 | .31 | ( 11) | 2.4 | 1.7 | 3.3 | .22 | .17 | .29 |
| ELECTRICITY--CA ONLY* | ( 10) | 5.3 | | | .43 | | | ( 5) | 5.3 | | | .43 | | |
| CA & APTS.* | ( 12) | 10.0 | 7.3 | 10.8 | .97 | .64 | 1.02 | ( 10) | 10.0 | | | .97 | | |
| WATER/SEWER--CA ONLY* | ( ) | | | | | | | ( ) | | | | | | |
| CA & APTS.* | ( 23) | 1.3 | .9 | 1.8 | .12 | .07 | .13 | ( 15) | 1.1 | .8 | 1.3 | .12 | .07 | .12 |
| GAS----------CA ONLY* | ( 4) | .7 | | | .05 | | | ( 2) | .5 | | | .04 | | |
| CA & APTS.* | ( 8) | .7 | | | .07 | | | ( 6) | .7 | | | .07 | | |
| BUILDING SERVICES | ( 23) | .9 | .5 | 1.6 | .08 | .04 | .13 | ( 15) | .9 | .5 | 1.7 | .08 | .04 | .16 |
| OTHER OPERATING | ( 20) | .2 | .1 | .3 | .02 | .01 | .03 | ( 14) | .1 | .0 | .2 | .01 | .00 | .02 |
| SUBTOTAL OPERATING | ( 23) | 14.4% | 9.6% | 16.0% | 1.23 | .83 | 1.52 | ( 15) | 14.6% | 11.7% | 15.9% | 1.48 | 1.10 | 1.52 |
| SECURITY** | ( 14) | .3 | .1 | .3 | .02 | .02 | .03 | ( 8) | .3 | | | .03 | | |
| GROUNDS MAINTENANCE** | ( 22) | .9 | .5 | 1.5 | .09 | .05 | .12 | ( 14) | .9 | .5 | 1.3 | .09 | .05 | .12 |
| MAINTENANCE-REPAIRS | ( 23) | 2.9 | 2.0 | 3.6 | .25 | .19 | .32 | ( 15) | 2.9 | 2.2 | 4.8 | .26 | .20 | .37 |
| PAINTING/DECORATING** | ( 23) | .3 | .2 | 1.2 | .03 | .02 | .11 | ( 15) | .3 | .2 | .7 | .02 | .02 | .07 |
| SUBTOTAL MAINTENANCE | ( 23) | 5.5% | 3.3% | 7.6% | .48 | .32 | .64 | ( 15) | 5.5% | 3.4% | 6.5% | .48 | .32 | .56 |
| REAL ESTATE TAXES | ( 23) | 7.0 | 6.0 | 8.5 | .61 | .57 | .75 | ( 15) | 7.0 | 6.1 | 8.5 | .61 | .58 | .74 |
| OTHER TAX/FEE/PERMIT | ( 17) | .2 | .1 | .6 | .02 | .01 | .05 | ( 10) | .2 | | | .02 | | |
| INSURANCE | ( 23) | 1.7 | .7 | 3.8 | .13 | .07 | .27 | ( 15) | .8 | .7 | 1.9 | .07 | .07 | .15 |
| SUBTOTAL TAX-INSURNCE | ( 23) | 10.3% | 7.5% | 12.0% | .83 | .69 | .96 | ( 15) | 9.4% | 7.2% | 10.4% | .83 | .68 | .90 |
| RECREATNL/AMENITIES** | ( 4) | .6 | | | .05 | | | ( 2) | 1.9 | | | .15 | | |
| OTHER PAYROLL** | ( 20) | 2.3 | 1.8 | 3.4 | .20 | .15 | .29 | ( 13) | 2.3 | 1.8 | 2.6 | .19 | .16 | .25 |
| TOTAL ALL EXPENSES | ( 23) | 41.7% | 36.9% | 48.7% | 3.78 | 3.20 | 4.22 | ( 15) | 41.1% | 38.8% | 45.8% | 3.84 | 3.20 | 4.22 |
| NET OPERATING INCOME | ( 23) | 56.9% | 47.9% | 61.1% | 4.90 | 4.07 | 5.62 | ( 15) | 58.9% | 51.3% | 59.7% | 5.11 | 4.63 | 5.62 |
| PAYROLL RECAP** | ( 23) | 6.6 | 4.P | 8.1 | .60 | .37 | .69 | ( 15) | 6.2 | 4.8 | 7.6 | .57 | .37 | .69 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

| | REGION 7<br>ELEVATOR BUILDINGS<br>ALL ELDERLY/HANDICAPPED | | | | | | | REGION 7<br>LOW RISE BUILDINGS | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | 20 BUILDINGS 1,808 APARTMENTS<br>976,491 RENTABLE SQUARE FEET | | | | | | | 30 BUILDINGS 1,658 APARTMENTS<br>976,024 RENTABLE SQUARE FEET | | | | | | |
| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
| INCOME | | MED | LOW | HIGH | MED | LOW | HIGH | | MED | LOW | HIGH | MED | LOW | HIGH |
| RENTS-APARTMENTS | ( 20) | 99.1% | 98.2% | 99.3% | 9.33 | 8.36 | 9.80 | ( 30) | 98.7% | 97.9% | 99.3% | 8.39 | 7.77 | 9.07 |
| RENTS-GARAGE/PARKING | ( ) | | | | | | | ( ) | | | | | | |
| RENTS-STORES/OFFICES | ( ) | | | | | | | ( ) | | | | | | |
| GROSS POSSIBLE RENTS | ( 20) | 99.1% | 98.2% | 99.3% | 9.33 | 8.36 | 9.80 | ( 30) | 98.7% | 97.9% | 99.3% | 8.39 | 7.77 | 9.07 |
| VACANCIES/RENT LOSS | ( 19) | .1 | .0 | .5 | .01 | .00 | .04 | ( 23) | 1.8 | .2 | 3.0 | .11 | .01 | .22 |
| TOTAL RENTS COLLECTED | ( 20) | 98.9 | 97.0 | 99.1 | 9.31 | 8.30 | 9.79 | ( 30) | 97.6 | 96.0 | 98.3 | 8.28 | 7.73 | 9.06 |
| OTHER INCOME | ( 20) | .9 | .7 | 1.8 | .09 | .06 | .16 | ( 30) | 1.4 | .7 | 2.1 | .08 | .05 | .15 |
| GROSS POSSIBLE INCOME | ( 20) | 100.0% | 100.0% | 100.0% | 9.41 | 8.62 | 9.89 | ( 30) | 100.0% | 100.0% | 100.0% | 8.41 | 7.94 | 9.22 |
| TOTAL COLLECTIONS | ( 20) | 99.9 | 99.5 | 100.0 | 9.39 | 8.61 | 9.38 | ( 30) | 99.6 | 97.6 | 100.0 | 8.34 | 7.76 | 9.21 |
| EXPENSES | | | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 20) | 5.1 | 5.0 | 5.6 | .49 | .45 | .54 | ( 29) | 5.7 | 4.8 | 6.0 | .47 | .36 | .52 |
| OTHER ADMINISTRTVE.** | ( 20) | 5.6 | 5.0 | 6.7 | .54 | .44 | .60 | ( 27) | 5.1 | 3.0 | 6.1 | .40 | .22 | .52 |
| SUBTOTAL ADMINIST. | ( 20) | 11.0% | 10.1% | 11.3% | 1.06 | .90 | 1.10 | ( 29) | 10.9% | 8.4% | 12.0% | .87 | .68 | 1.02 |
| SUPPLIES | ( 20) | .5 | .2 | .8 | .04 | .01 | .06 | ( 28) | .3 | .2 | .4 | .03 | .01 | .03 |
| HEATING FUEL-CA ONLY* | ( 5) | .6 | | | .05 | | | ( 4) | [illegible] | | | .02 | | |
| CA & APTS.* | ( 15) | 2.5 | 1.9 | 3.3 | .22 | .17 | .30 | ( 23) | 3.5 | 2.6 | 5.3 | .26 | .23 | [illegible] |
| ELECTRICITY--CA ONLY* | ( 8) | 5.3 | | | .59 | | | ( 10) | 1.9 | | | .11 | | |
| CA & APTS.* | ( 11) | 9.8 | 6.5 | 10.3 | .96 | .63 | 1.02 | ( 20) | 6.8 | 6.1 | 7.8 | .62 | .52 | .69 |
| WATER/SEWER--CA ONLY* | ( ) | | | | | | | ( ) | | | | | | |
| CA & APTS.* | ( 20) | 1.3 | .9 | 1.4 | .12 | .07 | .13 | ( 30) | 1.4 | 1.2 | 2.6 | .12 | .09 | .14 |
| GAS----------CA ONLY* | ( 2) | .5 | | | .04 | | | ( ) | | | | | | |
| CA & APTS.* | ( 8) | .7 | | | .07 | | | ( 10) | 1.6 | | | .13 | | |
| BUILDING SERVICES | ( 20) | 1.0 | .5 | 1.7 | .08 | .05 | .15 | ( 29) | .9 | .4 | 1.2 | .07 | .04 | .09 |
| OTHER OPERATING | ( 18) | .2 | .0 | .2 | .01 | .00 | .02 | ( 24) | .2 | .2 | .4 | .02 | .01 | .03 |
| SUBTOTAL OPERATING | ( 20) | 14.6% | 11.7% | 16.0% | 1.30 | 1.10 | 1.52 | ( 30) | 13.1% | 9.2% | 15.1% | 1.14 | .71 | 1.32 |
| SECURITY** | ( 12) | .3 | .2 | .3 | .03 | .02 | .03 | ( 4) | .4 | | | .02 | | |
| GROUNDS MAINTENANCE** | ( 19) | .9 | .6 | 1.3 | .09 | .05 | .12 | ( 29) | 1.1 | .7 | 1.5 | .09 | .06 | .12 |
| MAINTENANCE-REPAIRS | ( 20) | 2.9 | 2.2 | 3.5 | .25 | .20 | .32 | ( 30) | 2.8 | 1.9 | 5.0 | .25 | .17 | .39 |
| PAINTING/DECORATING** | ( 20) | .3 | .3 | 1.2 | .03 | .02 | .11 | ( 29) | .7 | .5 | 1.0 | .06 | .04 | .08 |
| SUBTOTAL MAINTENANCE | ( 20) | 5.6% | 3.4% | 7.6% | .48 | .32 | .64 | ( 30) | 5.4% | 3.5% | 8.4% | .45 | .36 | .57 |
| REAL ESTATE TAXES | ( 20) | 6.6 | 6.0 | 8.0 | .61 | .57 | .74 | ( 26) | 9.7 | 8.5 | 10.8 | .89 | .72 | .97 |
| OTHER TAX/FEE/PERMIT | ( 15) | .2 | .1 | .6 | .02 | .01 | .05 | ( 2) | 1.1 | | | .05 | | |
| INSURANCE | ( 20) | 1.3 | .7 | 3.0 | .13 | .07 | .28 | ( 30) | 1.7 | 1.1 | 2.4 | .13 | .09 | .18 |
| SUBTOTAL TAX-INSURNCE | ( 20) | 9.6% | 7.5% | 11.6% | .83 | .69 | .96 | ( 30) | 11.2% | 9.6% | 13.5% | .94 | .79 | 1.18 |
| RECREATNL/AMENITIES** | ( 4) | .6 | | | .05 | | | ( ) | | | | | | |
| OTHER PAYROLL** | ( 17) | 2.5 | 1.8 | 3.7 | .21 | .17 | .31 | ( 27) | 1.9 | 1.0 | 3.3 | .16 | .09 | .26 |
| TOTAL ALL EXPENSES | ( 20) | 41.7% | 38.8% | 48.7% | 3.78 | 3.49 | 4.22 | ( 30) | 42.8% | 39.9% | 45.5% | 3.56 | 2.77 | 3.93 |
| NET OPERATING INCOME | ( 20) | 58.9% | 51.3% | 61.1% | 5.11 | 4.15 | 5.79 | ( 30) | 56.6% | 53.4% | 59.7% | 4.75 | 4.29 | 5.14 |
| PAYROLL RECAP** | ( 20) | 7.4 | 5.0 | 8.1 | .66 | .46 | .69 | ( 28) | 5.4 | 4.3 | 6.4 | .44 | .28 | .54 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

| | REGION 7<br>LOW RISE BUILDINGS<br>SECT. 8 - ELDERLY/HAND.<br>21 BUILDINGS 1,000 APARTMENTS<br>567,120 RENTABLE SQUARE FEET | | | | | | | REGION 7<br>LOW RISE BUILDINGS<br>ALL ELDERLY/HANDICAPPED<br>23 BUILDINGS 1,182 APARTMENTS<br>664,882 RENTABLE SQUARE FEET | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
| | | MED | LOW | HIGH | MED | LOW | HIGH | | MED | LOW | HIGH | MED | LOW | HIGH |
| INCOME | | | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 21) | 98.9% | 98.3% | 99.7% | 8.39 | 8.19 | 8.75 | ( 23) | 98.9% | 98.3% | 99.3% | 8.39 | 8.06 | 8.75 |
| RENTS-GARAGE/PARKING | ( ) | | | | | | | ( ) | | | | | | |
| RENTS-STORES/OFFICES | ( ) | | | | | | | ( ) | | | | | | |
| GROSS POSSIBLE RENTS | ( 21) | 98.9% | 98.3% | 99.7% | 8.39 | 8.19 | 8.75 | ( 23) | 98.9% | 98.3% | 99.3% | 8.39 | 8.06 | 8.75 |
| VACANCIES/RENT LOSS | ( 18) | 1.8 | .3 | 3.6 | .15 | .02 | .26 | ( 19) | 1.6 | .1 | 3.0 | .13 | .01 | .23 |
| TOTAL RENTS COLLECTED | ( 21) | 97.7 | 96.0 | 98.3 | 8.28 | 7.74 | 8.74 | ( 23) | 97.7 | 96.0 | 98.3 | 8.28 | 7.74 | 8.74 |
| OTHER INCOME | ( 21) | 1.1 | .3 | 1.7 | .08 | .03 | .13 | ( 23) | 1.1 | .3 | 1.7 | .08 | .03 | .13 |
| GROSS POSSIBLE INCOME | ( 21) | 100.0% | 100.0% | 100.0% | 8.41 | 8.27 | 8.87 | ( 23) | 100.0% | 100.0% | 100.0% | 8.41 | 8.13 | 8.87 |
| TOTAL COLLECTIONS | ( 21) | 99.2 | 97.0 | 99.9 | 8.34 | 7.91 | 8.87 | ( 23) | 99.4 | 97.0 | 99.9 | 8.34 | 7.91 | 8.87 |
| EXPENSES | | | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 20) | 5.7 | 5.2 | 6.0 | .49 | .44 | .52 | ( 22) | 5.7 | 4.8 | 6.0 | .49 | .37 | .53 |
| OTHER ADMINISTRTVE.** | ( 18) | 5.4 | 3.4 | 6.1 | .47 | .28 | .52 | ( 20) | 5.1 | 3.1 | 5.8 | .45 | .23 | .52 |
| SUBTOTAL ADMINIST. | ( 20) | 10.9% | 9.0% | 11.9% | .92 | .72 | 1.03 | ( 22) | 10.3% | 8.4% | 11.9% | .89 | .70 | 1.03 |
| SUPPLIES | ( 19) | .3 | .1 | .3 | .03 | .01 | .03 | ( 21) | .2 | .1 | .3 | .02 | .01 | .03 |
| HEATING FUEL-CA ONLY* | ( 1) | .9 | | | .11 | | | ( 1) | .9 | | | .11 | | |
| CA & APTS.* | ( 17) | 3.6 | 2.6 | 5.3 | .34 | .25 | .44 | ( 19) | 3.5 | 2.6 | 5.1 | .26 | .24 | .42 |
| ELECTRICITY--CA ONLY* | ( 5) | 1.9 | | | .11 | | | ( 5) | 1.9 | | | .11 | | |
| CA & APTS.* | ( 16) | 7.2 | 6.1 | 7.9 | .62 | .52 | .69 | ( 18) | 7.2 | 6.1 | 7.9 | .64 | .52 | .71 |
| WATER/SEWER--CA ONLY* | ( ) | | | | | | | ( ) | | | | | | |
| CA & APTS.* | ( 21) | 1.4 | 1.2 | 1.7 | .13 | .08 | .14 | ( 23) | 1.4 | 1.1 | 1.7 | .12 | .08 | .14 |
| GAS----------CA ONLY* | ( ) | | | | | | | ( ) | | | | | | |
| CA & APTS.* | ( 7) | 1.5 | | | .12 | | | ( 8) | 1.5 | | | .12 | | |
| BUILDING SERVICES | ( 20) | .8 | .4 | .9 | .07 | .04 | .08 | ( 22) | .8 | .4 | 1.0 | .07 | .04 | .09 |
| OTHER OPERATING | ( 16) | .2 | .2 | .4 | .02 | .01 | .03 | ( 18) | .2 | .2 | .4 | .02 | .01 | .03 |
| SUBTOTAL OPERATING | ( 21) | 13.4% | 11.2% | 14.7% | 1.16 | .93 | 1.35 | ( 23) | 13.1% | 11.2% | 14.3% | 1.16 | .93 | 1.32 |
| SECURITY** | ( ) | | | | | | | ( ) | | | | | | |
| GROUNDS MAINTENANCE** | ( 20) | 1.1 | .7 | 1.3 | .09 | .06 | .11 | ( 22) | 1.1 | .7 | 1.3 | .09 | .06 | .11 |
| MAINTENANCE-REPAIRS | ( 21) | 2.8 | 1.9 | 4.9 | .25 | .15 | .39 | ( 23) | 2.8 | 1.7 | 4.9 | .25 | .15 | .39 |
| PAINTING/DECORATING** | ( 20) | .6 | .4 | .8 | .06 | .04 | .06 | ( 22) | .6 | .3 | .8 | .06 | .03 | .07 |
| SUBTOTAL MAINTENANCE | ( 21) | 4.7% | 2.7% | 7.0% | .43 | .26 | .56 | ( 23) | 4.7% | 2.7% | 7.0% | .43 | .26 | .56 |
| REAL ESTATE TAXES | ( 18) | 9.8 | 8.5 | 10.8 | .90 | .72 | .99 | ( 19) | 9.7 | 8.5 | 10.5 | .85 | .72 | .99 |
| OTHER TAX/FEE/PERMIT | ( ) | | | | | | | ( ) | | | | | | |
| INSURANCE | ( 21) | 1.4 | 1.0 | 1.9 | .12 | .07 | .16 | ( 23) | 1.4 | 1.0 | 1.9 | .12 | .07 | .16 |
| SUBTOTAL TAX-INSURNCE | ( 21) | 11.1% | 9.6% | 12.6% | .94 | .79 | 1.18 | ( 23) | 10.8% | 9.4% | 12.6% | .90 | .79 | 1.13 |
| RECREATNL/AMENITIES** | ( ) | | | | | | | ( ) | | | | | | |
| OTHER PAYROLL** | ( 18) | 1.9 | 1.1 | 3.2 | .17 | .10 | .28 | ( 20) | 1.9 | 1.1 | 2.4 | .17 | .10 | .25 |
| TOTAL ALL EXPENSES | ( 21) | 42.9% | 40.0% | 45.3% | 3.74 | 3.39 | 3.98 | ( 23) | 41.4% | 39.9% | 44.6% | 3.56 | 3.31 | 3.93 |
| NET OPERATING INCOME | ( 21) | 56.6% | 54.0% | 59.0% | 4.75 | 4.39 | 5.12 | ( 23) | 56.6% | 54.0% | 59.0% | 4.76 | 4.39 | 5.12 |
| PAYROLL RECAP** | ( 20) | 5.2 | 4.2 | 6.0 | .44 | .33 | .53 | ( 22) | 4.9 | 4.0 | 6.0 | .44 | .28 | .53 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

REGION 7

GARDEN BUILDINGS

32 BUILDINGS 3,585 APARTMENTS
3,155,410 RENTABLE SQUARE FEET

| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
|---|---|---|---|---|---|---|---|
| | | MED | LOW | HIGH | MED | LOW | HIGH |
| INCOME | | | | | | | |
| RENTS-APARTMENTS | ( 31) | 98.0% | 96.3% | 99.2% | 4.96 | 3.60 | 6.08 |
| RENTS-GARAGE/PARKING | ( 2) | 98.0 | | | 5.26 | | |
| RENTS-STORES/OFFICES | ( 1) | 5.8 | | | .50 | | |
| GROSS POSSIBLE RENTS | ( 32) | 98.1% | 96.9% | 99.2% | 4.96 | 3.94 | 6.26 |
| VACANCIES/RENT LOSS | ( 31) | 1.5 | .5 | 4.8 | .05 | .03 | .19 |
| TOTAL RENTS COLLECTED | ( 32) | 95.6 | 91.4 | 97.7 | 4.96 | 3.43 | 6.05 |
| OTHER INCOME | ( 32) | 2.0 | .8 | 3.1 | .11 | .04 | .16 |
| GROSS POSSIBLE INCOME | ( 32) | 100.0% | 100.0% | 100.0% | 5.31 | 3.95 | 6.32 |
| TOTAL COLLECTIONS | ( 32) | 98.5 | 95.2 | 99.5 | 5.19 | 3.50 | 6.24 |
| EXPENSES | | | | | | | |
| MANAGEMENT FEE | ( 31) | 5.6 | 4.7 | 6.7 | .29 | .24 | .34 |
| OTHER ADMINISTRTVE.** | ( 32) | 7.9 | 6.2 | 10.2 | .41 | .29 | .50 |
| SUBTOTAL ADMINIST. | ( 32) | 13.5% | 10.9% | 15.8% | .69 | .58 | .81 |
| SUPPLIES | ( 29) | .3 | .2 | .9 | .02 | .01 | .03 |
| HEATING FUEL-CA ONLY* | ( 18) | .4 | .2 | 1.5 | .02 | .01 | .07 |
| CA & APTS.* | ( 8) | 7.8 | | | .28 | | |
| ELECTRICITY--CA ONLY* | ( 27) | 1.9 | 1.3 | 2.7 | .10 | .07 | .13 |
| CA & APTS.* | ( 4) | 7.5 | | | .60 | | |
| WATER/SEWER--CA ONLY* | ( ) | | | | | | |
| CA & APTS.* | ( 31) | 3.4 | 1.9 | 3.8 | .13 | .11 | .19 |
| GAS-----------CA ONLY* | ( 13) | .4 | .1 | .6 | .01 | .01 | .03 |
| CA & APTS.* | ( 6) | 2.1 | | | .10 | | |
| BUILDING SERVICES | ( 25) | 1.4 | 1.0 | 1.7 | .07 | .05 | .08 |
| OTHER OPERATING | ( 25) | .5 | .3 | 1.3 | .03 | .02 | .05 |
| SUBTOTAL OPERATING | ( 32) | 9.1% | 7.7% | 13.4% | .48 | .33 | .65 |
| SECURITY** | ( 10) | .4 | | | .02 | | |
| GROUNDS MAINTENANCE** | ( 32) | 1.7 | 1.3 | 2.3 | .09 | .06 | .13 |
| MAINTENANCE-REPAIRS | ( 32) | 5.0 | 2.5 | 7.9 | .24 | .14 | .41 |
| PAINTING/DECORATING** | ( 31) | 1.9 | .6 | 3.7 | .11 | .04 | .15 |
| SUBTOTAL MAINTENANCE | ( 32) | 10.8% | 6.2% | 14.2% | .51 | .32 | .69 |
| REAL ESTATE TAXES | ( 31) | 7.6 | 6.7 | 10.6 | .38 | .28 | .54 |
| OTHER TAX/FEE/PERMIT | ( 18) | .9 | .3 | 1.3 | .04 | .01 | .07 |
| INSURANCE | ( 31) | 2.5 | 1.8 | 3.6 | .14 | .12 | .17 |
| SUBTOTAL TAX-INSURNCE | ( 32) | 12.0% | 9.2% | 16.3% | .64 | .45 | .69 |
| RECREATNL/AMENITIES** | ( 6) | .4 | | | .02 | | |
| OTHER PAYROLL** | ( 27) | 4.0 | 2.7 | 7.2 | .24 | .14 | .30 |
| TOTAL ALL EXPENSES | ( 32) | 50.5% | 40.5% | 69.5% | 2.62 | 2.20 | 3.08 |
| NET OPERATING INCOME | ( 32) | 44.7% | 25.6% | 57.1% | 2.53 | 1.19 | 3.75 |
| PAYROLL RECAP** | ( 31) | 9.1 | 7.1 | 12.7 | .49 | .32 | .59 |

REGION 7

GARDEN BUILDINGS
SECT. 8 - FAMILY

12 BUILDINGS 788 APARTMENTS
650,495 RENTABLE SQUARE FEET

| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
|---|---|---|---|---|---|---|---|
| | | MED | LOW | HIGH | MED | LOW | HIGH |
| INCOME | | | | | | | |
| RENTS-APARTMENTS | ( 12) | 99.3% | 97.2% | 99.6% | 5.43 | 4.96 | 6.08 |
| RENTS-GARAGE/PARKING | ( ) | | | | | | |
| RENTS-STORES/OFFICES | ( ) | | | | | | |
| GROSS POSSIBLE RENTS | ( 12) | 99.3% | 97.2% | 99.6% | 5.43 | 4.96 | 6.08 |
| VACANCIES/RENT LOSS | ( 12) | 1.7 | .4 | 4.8 | .09 | .03 | .27 |
| TOTAL RENTS COLLECTED | ( 12) | 96.2 | 91.4 | 98.4 | 5.45 | 4.78 | 5.86 |
| OTHER INCOME | ( 12) | 1.6 | .4 | 2.8 | .09 | .02 | .12 |
| GROSS POSSIBLE INCOME | ( 12) | 100.0% | 100.0% | 100.0% | 5.65 | 5.07 | 6.29 |
| TOTAL COLLECTIONS | ( 12) | 98.7 | 95.2 | 99.6 | 5.53 | 4.89 | 5.90 |
| EXPENSES | | | | | | | |
| MANAGEMENT FEE | ( 12) | 5.7 | 5.1 | 6.1 | .32 | .24 | .33 |
| OTHER ADMINISTRTVE.** | ( 12) | 8.1 | 6.4 | 10.5 | .48 | .37 | .52 |
| SUBTOTAL ADMINIST. | ( 12) | 14.8% | 11.0% | 15.4% | .74 | .67 | .85 |
| SUPPLIES | ( 10) | .2 | | | .01 | | |
| HEATING FUEL-CA ONLY* | ( 6) | .4 | | | .02 | | |
| CA & APTS.* | ( 1) | 4.2 | | | .24 | | |
| ELECTRICITY--CA ONLY* | ( 10) | 2.4 | | | .11 | | |
| CA & APTS.* | ( 2) | 2.5 | | | .13 | | |
| WATER/SEWER--CA ONLY* | ( ) | | | | | | |
| CA & APTS.* | ( 12) | 3.5 | 2.7 | 3.7 | .18 | .13 | .20 |
| GAS-----------CA ONLY* | ( 5) | .3 | | | .01 | | |
| CA & APTS.* | ( 3) | .8 | | | .03 | | |
| BUILDING SERVICES | ( 10) | 1.4 | | | .07 | | |
| OTHER OPERATING | ( 9) | .5 | | | .03 | | |
| SUBTOTAL OPERATING | ( 12) | 8.8% | 7.7% | 8.9% | .45 | .35 | .53 |
| SECURITY** | ( ) | | | | | | |
| GROUNDS MAINTENANCE** | ( 12) | 1.6 | 1.4 | 2.3 | .09 | .08 | .13 |
| MAINTENANCE-REPAIRS | ( 12) | 3.0 | 2.1 | 6.4 | .14 | .13 | .27 |
| PAINTING/DECORATING** | ( 12) | 1.9 | .7 | 3.7 | .10 | .04 | .17 |
| SUBTOTAL MAINTENANCE | ( 12) | 8.0% | 5.5% | 12.3% | .37 | .32 | .55 |
| REAL ESTATE TAXES | ( 12) | 7.8 | 6.1 | 9.5 | .42 | .34 | .57 |
| OTHER TAX/FEE/PERMIT | ( 5) | .9 | | | .06 | | |
| INSURANCE | ( 12) | 2.3 | 1.7 | 3.0 | .13 | .08 | .19 |
| SUBTOTAL TAX-INSURNCE | ( 12) | 12.9% | 8.8% | 16.9% | .67 | .53 | .74 |
| RECREATNL/AMENITIES** | ( 4) | .4 | | | .03 | | |
| OTHER PAYROLL** | ( 11) | 3.9 | 1.5 | 4.3 | .24 | .08 | .26 |
| TOTAL ALL EXPENSES | ( 12) | 49.5% | 38.0% | 55.3% | 2.69 | 2.25 | 2.85 |
| NET OPERATING INCOME | ( 12) | 50.1% | 44.5% | 59.0% | 2.84 | 1.94 | 3.25 |
| PAYROLL RECAP** | ( 12) | 8.8 | 7.4 | 10.7 | .49 | .47 | .52 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

REGION 7

GARDEN BUILDINGS
ALL FAMILY/NONELDERLY

26 BUILDINGS 2,966 APARTMENTS
2,696,394 RENTABLE SQUARE FEET

REGIONS 8 & 10

ELEVATOR BUILDINGS

30 BUILDINGS 3,082 APARTMENTS
1,734,905 RENTABLE SQUARE FEET

| | REGION 7 | | | | | | | REGIONS 8 & 10 | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
| | | MED | LOW | HIGH | MED | LOW | HIGH | | MED | LOW | HIGH | MED | LOW | HIGH |
| INCOME | | | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 25) | 98.0% | 96.7% | 99.2% | 4.54 | 3.39 | 5.43 | ( 30) | 99.1% | 95.2% | 99.7% | 10.70 | 9.07 | 12.39 |
| RENTS-GARAGE/PARKING | ( 1) | 98.0 | | | 6.26 | | | ( 3) | 1.0 | | | .06 | | |
| RENTS-STORES/OFFICES | ( ) | | | | | | | ( 10) | 4.8 | | | .57 | | |
| GROSS POSSIBLE RENTS | ( 26) | 98.0% | 96.7% | 99.2% | 4.76 | 3.39 | 5.43 | ( 30) | 99.4% | 98.9% | 99.7% | 10.70 | 9.64 | 12.39 |
| VACANCIES/RENT LOSS | ( 25) | 1.5 | .8 | 4.8 | .08 | .04 | .19 | ( 25) | .5 | .2 | 1.3 | .06 | .02 | .15 |
| TOTAL RENTS COLLECTED | ( 26) | 95.2 | 91.4 | 97.1 | 4.72 | 3.34 | 5.45 | ( 30) | 98.6 | 97.7 | 99.4 | 10.69 | 9.64 | 12.33 |
| OTHER INCOME | ( 26) | 2.0 | .8 | 3.3 | .09 | .04 | .17 | ( 27) | .8 | .4 | 1.1 | .07 | .05 | .12 |
| GROSS POSSIBLE INCOME | ( 26) | 100.0% | 100.0% | 100.0% | 4.80 | 3.52 | 5.65 | ( 30) | 100.0% | 100.0% | 100.0% | 10.75 | 9.66 | 12.50 |
| TOTAL COLLECTIONS | ( 26) | 98.5 | 95.2 | 99.3 | 4.76 | 3.40 | 5.53 | ( 30) | 99.6 | 98.8 | 99.9 | 10.74 | 9.66 | 12.44 |
| EXPENSES | | | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 26) | 5.7 | 5.0 | 7.1 | .25 | .24 | .32 | ( 30) | 5.7 | 4.5 | 6.1 | .60 | .43 | .65 |
| OTHER ADMINISTRTVE.** | ( 26) | 8.6 | 6.2 | 10.8 | .40 | .29 | .50 | ( 29) | 7.1 | 5.1 | 10.4 | .73 | .58 | .95 |
| SUBTOTAL ADMINIST. | ( 26) | 14.7% | 11.0% | 17.8% | .67 | .58 | .75 | ( 30) | 12.7% | 8.9% | 18.2% | 1.32 | .93 | 1.62 |
| SUPPLIES | ( 23) | .3 | .2 | .6 | .02 | .01 | .03 | ( 30) | .3 | .2 | .6 | .03 | .02 | .04 |
| HEATING FUEL-CA ONLY* | ( 13) | .3 | .2 | .7 | .02 | .01 | .03 | ( 6) | 2.3 | | | .23 | | |
| CA & APTS.* | ( 7) | 7.8 | | | .27 | | | ( 24) | 3.7 | 2.7 | 5.3 | .40 | .22 | .49 |
| ELECTRICITY--CA ONLY* | ( 22) | 1.9 | 1.3 | 2.7 | .09 | .05 | .13 | ( 14) | 2.4 | 1.8 | 3.4 | .28 | .18 | .32 |
| CA & APTS.* | ( 3) | 2.5 | | | .13 | | | ( 14) | 5.4 | 2.4 | 7.3 | .47 | .24 | .74 |
| WATER/SEWER--CA ONLY* | ( ) | | | | | | | ( 1) | 3.4 | | | .37 | | |
| CA & APTS.* | ( 26) | 3.6 | 2.7 | 3.9 | .14 | .11 | .20 | ( 29) | 1.3 | .8 | 2.4 | .13 | .10 | .21 |
| GAS----------CA ONLY* | ( 11) | .4 | .1 | .6 | .02 | .01 | .03 | ( 8) | .4 | | | .04 | | |
| CA & APTS.* | ( 6) | 2.1 | | | .10 | | | ( 14) | .8 | .7 | 2.1 | .11 | .07 | .16 |
| BUILDING SERVICES | ( 20) | 1.5 | 1.0 | 1.8 | .07 | .05 | .08 | ( 22) | .6 | .4 | 1.4 | .07 | .05 | .12 |
| OTHER OPERATING | ( 22) | .6 | .4 | 1.5 | .04 | .02 | .07 | ( 26) | .3 | .0 | .8 | .04 | .00 | .10 |
| SUBTOTAL OPERATING | ( 26) | 9.1% | 7.7% | 14.0% | .46 | .32 | .63 | ( 30) | 9.3% | 7.5% | 13.7% | 1.15 | .91 | 1.30 |
| SECURITY** | ( 6) | .4 | | | .01 | | | ( 25) | .2 | .1 | .5 | .02 | .01 | .04 |
| GROUNDS MAINTENANCE** | ( 26) | 1.9 | 1.4 | 2.5 | .09 | .05 | .11 | ( 28) | .9 | .2 | 1.0 | .07 | .02 | .12 |
| MAINTENANCE-REPAIRS | ( 26) | 5.9 | 2.3 | 11.1 | .22 | .13 | .41 | ( 30) | 3.2 | 1.8 | 7.8 | .32 | .21 | .56 |
| PAINTING/DECORATING** | ( 25) | 3.1 | 1.1 | 4.4 | .12 | .06 | .17 | ( 29) | .6 | .3 | 1.8 | .07 | .03 | .12 |
| SUBTOTAL MAINTENANCE | ( 26) | 12.3% | 5.9% | 14.6% | .51 | .32 | .69 | ( 30) | 5.2% | 3.5% | 8.7% | .56 | .37 | .82 |
| REAL ESTATE TAXES | ( 26) | 7.5 | 6.1 | 10.6 | .36 | .25 | .48 | ( 26) | 5.7 | 4.4 | 6.4 | .63 | .47 | .70 |
| OTHER TAX/FEE/PERMIT | ( 14) | 1.1 | .3 | 1.3 | .04 | .01 | .07 | ( 18) | .5 | .2 | .8 | .05 | .02 | .09 |
| INSURANCE | ( 25) | 2.9 | 2.1 | 4.8 | .14 | .12 | .18 | ( 30) | 1.6 | .9 | 2.5 | .16 | .10 | .27 |
| SUBTOTAL TAX-INSURNCE | ( 26) | 12.4% | 8.8% | 16.9% | .53 | .42 | .69 | ( 30) | 7.1% | 4.8% | 8.5% | .74 | .52 | .86 |
| RECREATNL/AMENITIES** | ( 5) | .4 | | | .02 | | | ( 3) | .9 | | | .11 | | |
| OTHER PAYROLL** | ( 22) | 4.3 | 2.4 | 8.0 | .24 | .14 | .32 | ( 24) | 2.6 | 1.9 | 3.7 | .27 | .21 | .38 |
| TOTAL ALL EXPENSES | ( 26) | 57.3% | 38.0% | 70.9% | 2.38 | 2.17 | 2.95 | ( 30) | 37.1% | 30.2% | 51.2% | 4.20 | 3.39 | 4.84 |
| NET OPERATING INCOME | ( 26) | 41.2% | 25.3% | 59.0% | 1.87 | .93 | 3.25 | ( 30) | 63.1% | 48.0% | 68.6% | 6.58 | 4.94 | 8.47 |
| PAYROLL RECAP** | ( 26) | 9.2 | 7.4 | 13.8 | .49 | .32 | .59 | ( 28) | 7.6 | 4.7 | 10.9 | .81 | .47 | 1.12 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report laycuts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

**SELECTED REGIONS**
**U.S.A.**

## MEDIAN INCOME AND OPERATING COSTS

**BY BUILDING TYPE AND SUBSIDY TYPE**

| | REGIONS 8 & 10<br>ELEVATOR BUILDINGS<br>SECT. 8 - ELDERLY/HAND. | REGIONS 8 & 10<br>LOW RISE BUILDINGS |
|---|---|---|
| | 26 BUILDINGS 2,616 APARTMENTS<br>1,471,686 PENTABLE SQUARE FEET | 42 BUILDINGS 2,231 APARTMENTS<br>1,623,047 RENTABLE SQUARE FEET |

| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| INCOME | | MED | LOW | HIGH | MED | LOW | HIGH | | MED | LOW | HIGH | MED | LOW | HIGH |
| RENTS-APARTMENTS | ( 26) | 99.2% | 95.2% | 99.7% | 11.19 | 10.09 | 12.88 | ( 42) | 98.0% | 96.6% | 99.1% | 7.75 | 6.58 | 9.10 |
| RENTS-GARAGE/PARKING | ( 1) | .5 | | | .05 | | | ( 1) | .2 | | | .01 | | |
| RENTS-STORES/OFFICES | ( 8) | 5.6 | | | .57 | | | ( 3) | .4 | | | .01 | | |
| GROSS POSSIBLE RENTS | ( 26) | 99.5% | 98.9% | 99.7% | 11.19 | 10.10 | 12.88 | ( 42) | 98.1% | 96.6% | 99.1% | 7.75 | 6.58 | 9.10 |
| VACANCIES/RENT LOSS | ( 23) | .4 | .2 | 1.1 | .06 | .02 | .11 | ( 25) | .9 | .2 | 1.8 | .06 | .02 | .12 |
| TOTAL RENTS COLLECTED | ( 26) | 98.8 | 97.9 | 99.5 | 10.97 | 10.09 | 12.87 | ( 42) | 97.4 | 96.3 | 98.4 | 7.71 | 6.58 | 9.10 |
| OTHER INCOME | ( 23) | .6 | .3 | 1.1 | .06 | .04 | .12 | ( 40) | 2.2 | 1.0 | 3.4 | .16 | .08 | .23 |
| GROSS POSSIBLE INCOME | ( 26) | 100.0% | 100.0% | 100.0% | 11.85 | 10.15 | 12.90 | ( 42) | 100.0% | 100.0% | 100.0% | 7.83 | 6.71 | 9.35 |
| TOTAL COLLECTIONS | ( 26) | 99.6 | 98.9 | 99.9 | 11.03 | 10.09 | 12.89 | ( 42) | 100.0 | 99.0 | 100.0 | 7.79 | 6.71 | 9.35 |
| EXPENSES | | | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 26) | 5.1 | 4.3 | 6.0 | .60 | .43 | .65 | ( 41) | 6.4 | 5.7 | 7.7 | .52 | .44 | .58 |
| OTHER ADMINISTRTVE.** | ( 25) | 6.8 | 5.1 | 10.0 | .73 | .58 | 1.29 | ( 41) | 7.6 | 4.4 | 8.9 | .52 | .38 | .64 |
| SUBTOTAL ADMINIST. | ( 26) | 12.4% | 8.9% | 16.6% | 1.32 | .93 | 1.95 | ( 42) | 13.4% | 10.7% | 15.6% | .99 | .79 | 1.17 |
| SUPPLIES | ( 26) | .3 | .2 | .5 | .03 | .02 | .04 | ( 24) | .2 | .1 | .4 | .01 | .01 | .04 |
| HEATING FUEL-CA ONLY* | ( 5) | 2.2 | | | .21 | | | ( 10) | .6 | | | .05 | | |
| CA & APTS.* | ( 21) | 3.4 | 1.7 | 4.0 | .40 | .22 | .49 | ( 29) | 5.1 | 2.9 | 5.6 | .33 | .24 | .43 |
| ELECTRICITY--CA ONLY* | ( 13) | 2.2 | 1.8 | 2.9 | .28 | .18 | .28 | ( 21) | 2.0 | .5 | 3.6 | .19 | .04 | .25 |
| CA & APTS.* | ( 11) | 3.2 | 1.3 | 5.4 | .40 | .19 | .67 | ( 21) | 5.4 | 4.1 | 6.0 | .36 | .30 | .43 |
| WATER/SEWER--CA ONLY* | ( 1) | 3.4 | | | .37 | | | ( ) | | | | | | |
| CA & APTS.* | ( 25) | 1.2 | .8 | 1.8 | .12 | .10 | .21 | ( 42) | 2.4 | 1.7 | 2.9 | .17 | .13 | .22 |
| GAS----------CA ONLY* | ( 7) | .1 | | | .01 | | | ( 22) | .1 | .0 | .8 | .01 | .00 | .06 |
| CA & APTS.* | ( 12) | .8 | .7 | .9 | .11 | .07 | .11 | ( 9) | 1.1 | | | .12 | | |
| BUILDING SERVICES | ( 18) | .6 | .4 | 1.4 | .07 | .04 | .12 | ( 24) | 1.0 | .7 | 1.2 | .07 | .06 | .12 |
| OTHER OPERATING | ( 22) | .4 | .0 | .8 | .05 | .00 | .10 | ( 35) | .7 | .3 | 1.1 | .06 | .03 | .08 |
| SUBTOTAL OPERATING | ( 26) | 8.9% | 7.2% | 12.2% | 1.06 | .90 | 1.29 | ( 42) | 12.8% | 8.7% | 14.8% | .91 | .62 | 1.14 |
| SECURITY** | ( 21) | .2 | .1 | .3 | .02 | .01 | .04 | ( 10) | .4 | | | .04 | | |
| GROUNDS MAINTENANCE** | ( 24) | .9 | .2 | 1.0 | .07 | .02 | .12 | ( 39) | 1.5 | .4 | 2.3 | .12 | .04 | .17 |
| MAINTENANCE-REPAIRS | ( 26) | 2.8 | 1.7 | 4.9 | .29 | .21 | .49 | ( 42) | 3.2 | 2.6 | 4.4 | .25 | .17 | .39 |
| PAINTING/DECORATING** | ( 25) | .6 | .2 | 1.8 | .07 | .03 | .13 | ( 36) | .6 | .2 | 1.2 | .04 | .02 | .12 |
| SUBTOTAL MAINTENANCE | ( 26) | 4.5% | 3.0% | 7.5% | .56 | .33 | .78 | ( 42) | 6.0% | 4.3% | 8.6% | .42 | .29 | .68 |
| REAL ESTATE TAXES | ( 22) | 5.7 | 4.6 | 6.4 | .66 | .49 | .77 | ( 41) | 5.5 | 4.3 | 7.2 | .43 | .29 | .60 |
| OTHER TAX/FEE/PERMIT | ( 15) | .4 | .2 | .7 | .05 | .02 | .09 | ( 15) | .4 | .2 | .4 | .03 | .02 | .04 |
| INSURANCE | ( 26) | 1.6 | .9 | 2.2 | .16 | .10 | .27 | ( 42) | 1.6 | 1.2 | 2.5 | .13 | .09 | .17 |
| SUBTOTAL TAX-INSURNCE | ( 26) | 7.1% | 5.5% | 8.5% | .76 | .56 | .92 | ( 42) | 7.5% | 6.7% | 9.6% | .62 | .44 | .76 |
| RECREATNL/AMENITIES** | ( 2) | .9 | | | .11 | | | ( 2) | 5.7 | | | .43 | | |
| OTHER PAYROLL** | ( 20) | 2.5 | 1.9 | 3.7 | .30 | .24 | .40 | ( 28) | 3.0 | 1.9 | 4.9 | .27 | .16 | .36 |
| TOTAL ALL EXPENSES | ( 26) | 34.6% | 29.9% | 47.2% | 4.20 | 3.39 | 4.84 | ( 42) | 43.7% | 36.3% | 48.8% | 3.22 | 2.73 | 3.67 |
| NET OPERATING INCOME | ( 26) | 65.3% | 52.8% | 69.9% | 7.02 | 5.65 | 8.48 | ( 42) | 56.2% | 50.4% | 63.4% | 4.37 | 3.42 | 6.01 |
| PAYROLL RECAP** | ( 24) | 6.6 | 4.3 | 10.6 | .81 | .48 | 1.13 | ( 38) | 6.6 | 3.5 | 9.2 | .59 | .29 | .76 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

REGIONS 8 & 10
LOW RISE BUILDINGS
SECT. 8 - FAMILY
19 BUILDINGS 988 APARTMENTS
788,073 RENTABLE SQUARE FEET

REGIONS 8 & 10
LOW RISE BUILDINGS
ALL ELDERLY/HANDICAPPED
12 BUILDINGS 682 APARTMENTS
427,701 RENTABLE SQUARE FEET

| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | MED | LOW | HIGH | MED | LOW | HIGH | | MED | LOW | HIGH | MED | LOW | HIGH |
| INCOME | | | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 19) | 98.0% | 97.0% | 99.0% | 7.44 | 6.82 | 8.39 | ( 12) | 99.1% | 97.5% | 99.1% | 9.50 | 8.19 | 11.01 |
| RENTS-GARAGE/PARKING | ( ) | | | | | | | ( 1) | .2 | | | .01 | | |
| RENTS-STORES/OFFICES | ( ) | | | | | | | ( 1) | 4.7 | | | .42 | | |
| GROSS POSSIBLE RENTS | ( 19) | 98.0% | 97.0% | 99.0% | 7.44 | 6.82 | 8.39 | ( 12) | 99.1% | 98.2% | 99.1% | 9.50 | 8.19 | 11.01 |
| VACANCIES/RENT LOSS | ( 11) | .5 | .0 | 1.0 | .04 | .00 | .09 | ( 9) | .8 | | | .06 | | |
| TOTAL RENTS COLLECTED | ( 19) | 97.7 | 96.6 | 98.1 | 7.44 | 6.82 | 8.39 | ( 12) | 97.8 | 97.2 | 98.9 | 9.50 | 8.13 | 10.98 |
| OTHER INCOME | ( 18) | 2.2 | 1.0 | 3.0 | .17 | .08 | .23 | ( 11) | 1.1 | .9 | 1.8 | .12 | .06 | .19 |
| GROSS POSSIBLE INCOME | ( 19) | 100.0% | 100.0% | 100.0% | 7.67 | 6.91 | 8.70 | ( 12) | 100.0% | 100.0% | 100.0% | 9.60 | 8.29 | 11.06 |
| TOTAL COLLECTIONS | ( 19) | 100.0 | 99.0 | 100.0 | 7.67 | 6.91 | 8.66 | ( 12) | 99.8 | 99.0 | 100.0 | 9.60 | 8.29 | 11.03 |
| EXPENSES | | | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 19) | 7.0 | 5.9 | 7.8 | .55 | .47 | .59 | ( 12) | 5.9 | 4.9 | 7.1 | .53 | .49 | .58 |
| OTHER ADMINISTRTVE.** | ( 19) | 7.7 | 5.4 | 8.7 | .57 | .43 | .62 | ( 11) | 6.2 | 4.1 | 7.6 | .58 | .28 | .71 |
| SUBTOTAL ADMINIST. | ( 19) | 15.4% | 11.7% | 16.2% | 1.10 | .97 | 1.17 | ( 12) | 13.1% | 11.4% | 13.7% | 1.15 | .76 | 1.39 |
| SUPPLIES | ( 9) | .2 | | | .01 | | | ( 10) | .3 | | | .02 | | |
| HEATING FUEL-CA ONLY* | ( 6) | .4 | | | .03 | | | ( 3) | .8 | | | .06 | | |
| CA & APTS.* | ( 11) | 5.1 | 4.1 | 5.2 | .36 | .28 | .37 | ( 9) | 2.4 | | | .21 | | |
| ELECTRICITY--CA ONLY* | ( 10) | .9 | | | .08 | | | ( 3) | 3.4 | | | .26 | | |
| CA & APTS.* | ( 9) | 5.9 | | | .39 | | | ( 9) | 4.4 | | | .30 | | |
| WATER/SEWER--CA ONLY* | ( ) | | | | | | | ( ) | | | | | | |
| CA & APTS.* | ( 19) | 2.9 | 2.4 | 3.4 | .20 | .17 | .25 | ( 12) | 1.8 | 1.2 | 1.9 | .14 | .13 | .16 |
| GAS----------CA ONLY* | ( 14) | .1 | .0 | .9 | .01 | .00 | .06 | ( 3) | .1 | | | .01 | | |
| CA & APTS.* | ( 3) | 1.9 | | | .16 | | | ( 5) | 1.0 | | | .10 | | |
| BUILDING SERVICES | ( 5) | 1.1 | | | .12 | | | ( 10) | .8 | | | .07 | | |
| OTHER OPERATING | ( 18) | 1.0 | .6 | 1.1 | .07 | .04 | .10 | ( 9) | .4 | | | .04 | | |
| SUBTOTAL OPERATING | ( 19) | 14.0% | 6.4% | 14.3% | 1.00 | .55 | 1.02 | ( 12) | 9.6% | 7.5% | 11.6% | .91 | .62 | 1.05 |
| SECURITY** | ( 2) | 1.3 | | | .11 | | | ( 5) | .4 | | | .04 | | |
| GROUNDS MAINTENANCE** | ( 19) | 1.5 | 1.4 | 2.0 | .12 | .09 | .15 | ( 9) | 2.4 | | | .17 | | |
| MAINTENANCE-REPAIRS | ( 19) | 3.0 | 2.6 | 3.9 | .25 | .17 | .29 | ( 12) | 3.6 | 2.0 | 4.3 | .31 | .21 | .39 |
| PAINTING/DECORATING** | ( 15) | .6 | .3 | 1.2 | .04 | .02 | .08 | ( 12) | .3 | .2 | .6 | .03 | .02 | .07 |
| SUBTOTAL MAINTENANCE | ( 19) | 5.4% | 4.5% | 6.3% | .41 | .30 | .48 | ( 12) | 6.0% | 3.1% | 7.6% | .52 | .35 | .77 |
| REAL ESTATE TAXES | ( 19) | 5.5 | 3.2 | 6.0 | .40 | .28 | .45 | ( 12) | 5.5 | 5.0 | 8.8 | .60 | .49 | .73 |
| OTHER TAX/FEE/PERMIT | ( 6) | 1.0 | | | .06 | | | ( 5) | .3 | | | .04 | | |
| INSURANCE | ( 19) | 1.6 | 1.1 | 2.0 | .13 | .08 | .16 | ( 12) | 1.5 | 1.2 | 1.6 | .13 | .10 | .15 |
| SUBTOTAL TAX-INSURNCE | ( 19) | 7.1% | 6.7% | 8.2% | .55 | .44 | .66 | ( 12) | 7.8% | 6.7% | 9.9% | .70 | .60 | .82 |
| RECREATNL/AMENITIES** | ( 1) | 5.7 | | | .43 | | | ( 1) | 1.0 | | | .11 | | |
| OTHER PAYROLL** | ( 14) | 4.9 | 3.0 | 6.9 | .36 | .28 | .48 | ( 8) | 2.6 | | | .25 | | |
| TOTAL ALL EXPENSES | ( 19) | 45.1% | 36.6% | 50.2% | 3.38 | 2.93 | 3.61 | ( 12) | 38.6% | 35.9% | 43.9% | 3.59 | 3.10 | 3.97 |
| NET OPERATING INCOME | ( 19) | 54.9% | 49.0% | 62.1% | 4.21 | 3.42 | 5.23 | ( 12) | 61.4% | 55.1% | 64.1% | 6.01 | 4.37 | 6.14 |
| PAYROLL RECAP** | ( 17) | 8.6 | 6.3 | 14.0 | .61 | .44 | 1.04 | ( 12) | 6.9 | 5.6 | 7.5 | .66 | .56 | .72 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

| REGIONS 8 & 10<br>LOW RISE BUILDINGS<br>ALL FAMILY/NONELDERLY | REGIONS 8 & 10<br>GARDEN BUILDINGS |
|---|---|
| 30 BUILDINGS 1,549 APARTMENTS<br>1,195,346 RENTABLE SQUARE FEET | 48 BUILDINGS 2,902 APARTMENTS<br>2,234,664 RENTABLE SQUARE FEET |

| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| INCOME | | MED | LOW | HIGH | MED | LOW | HIGH | | MED | LOW | HIGH | MED | LOW | HIGH |
| RENTS-APARTMENTS | ( 30) | 97.7% | 96.4% | 98.9% | 7.24 | 5.77 | 8.39 | ( 47) | 98.9% | 97.5% | 99.3% | 7.91 | 5.79 | 8.79 |
| RENTS-GARAGE/PARKING | (   ) | | | | | | | ( 3) | 1.8 | | | .13 | | |
| RENTS-STORES/OFFICES | ( 2) | .4 | | | .01 | | | ( 3) | .5 | | | .03 | | |
| GROSS POSSIBLE RENTS | ( 30) | 97.7% | 96.5% | 98.9% | 7.24 | 5.77 | 8.39 | ( 48) | 98.9% | 97.8% | 99.3% | 7.91 | 5.80 | 8.79 |
| VACANCIES/RENT LOSS | ( 16) | .9 | .2 | 1.8 | .07 | .03 | .11 | ( 39) | 1.0 | .5 | 2.3 | .07 | .04 | .20 |
| TOTAL RENTS COLLECTED | ( 30) | 97.4 | 95.8 | 98.1 | 7.24 | 5.68 | 8.39 | ( 48) | 97.9 | 95.3 | 98.6 | 7.91 | 5.60 | 8.71 |
| OTHER INCOME | ( 29) | 2.3 | 1.4 | 3.5 | .17 | .08 | .23 | ( 47) | 1.1 | .7 | 2.2 | .10 | .06 | .14 |
| GROSS POSSIBLE INCOME | ( 30) | 100.0% | 100.0% | 100.0% | 7.40 | 5.84 | 8.70 | ( 48) | 100.0% | 100.0% | 100.0% | 7.99 | 5.84 | 8.89 |
| TOTAL COLLECTIONS | ( 30) | 100.0 | 99.1 | 100.0 | 7.40 | 5.82 | 8.66 | ( 48) | 99.2 | 98.0 | 99.8 | 7.99 | 5.65 | 8.81 |
| EXPENSES | | | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 29) | 6.6 | 5.7 | 7.8 | .48 | .36 | .58 | ( 48) | 5.8 | 4.8 | 6.6 | .40 | .33 | .54 |
| OTHER ADMINISTRTVE.** | ( 30) | 7.8 | 4.4 | 9.0 | .52 | .38 | .62 | ( 48) | 9.0 | 6.5 | 10.5 | .66 | .47 | .80 |
| SUBTOTAL ADMINIST. | ( 30) | 13.6% | 10.7% | 16.2% | .99 | .79 | 1.13 | ( 48) | 14.4% | 11.5% | 17.4% | 1.10 | .83 | 1.38 |
| SUPPLIES | ( 14) | .1 | .1 | .5 | .01 | .01 | .04 | ( 39) | .3 | .1 | .4 | .02 | .01 | .03 |
| HEATING FUEL-CA ONLY* | ( 7) | .4 | | | .03 | | | ( 17) | .4 | .3 | .6 | .03 | .03 | .04 |
| CA & APTS.* | ( 20) | 5.2 | 4.9 | 9.3 | .37 | .31 | .44 | ( 25) | 3.6 | 2.7 | 5.4 | .28 | .22 | .41 |
| ELECTRICITY--CA ONLY* | ( 18) | 2.0 | .4 | 3.8 | .12 | .03 | .24 | ( 33) | 1.1 | .6 | 1.6 | .08 | .05 | .12 |
| CA & APTS.* | ( 12) | 6.0 | 5.4 | 6.6 | .39 | .35 | .42 | ( 13) | 6.3 | 5.0 | 6.7 | .52 | .45 | .53 |
| WATER/SEWER--CA ONLY* | (   ) | | | | | | | (   ) | | | | | | |
| CA & APTS.* | ( 30) | 2.6 | 2.1 | 3.4 | .19 | .14 | .23 | ( 48) | 3.2 | 2.5 | 4.6 | .26 | .19 | .31 |
| GAS-----------CA ONLY* | ( 19) | .1 | .0 | .8 | .01 | .00 | .06 | ( 19) | .1 | .1 | .2 | .01 | .01 | .01 |
| CA & APTS.* | ( 4) | 1.9 | | | .16 | | | ( 17) | 2.2 | 1.1 | 2.7 | .15 | .11 | .17 |
| BUILDING SERVICES | ( 14) | 1.1 | .7 | 1.7 | .07 | .06 | .13 | ( 32) | 1.0 | .7 | 1.2 | .08 | .05 | .10 |
| OTHER OPERATING | ( 26) | .9 | .4 | 1.3 | .07 | .03 | .09 | ( 34) | .3 | .0 | .9 | .02 | .00 | .06 |
| SUBTOTAL OPERATING | ( 30) | 14.0% | 9.2% | 17.2% | .95 | .76 | 1.14 | ( 48) | 10.8% | 7.1% | 14.2% | .78 | .47 | 1.04 |
| SECURITY** | ( 5) | .6 | | | .04 | | | ( 7) | .4 | | | .03 | | |
| GROUNDS MAINTENANCE** | ( 30) | 1.5 | .8 | 2.2 | .12 | .06 | .15 | ( 47) | 2.7 | 1.9 | 4.0 | .21 | .15 | .28 |
| MAINTENANCE-REPAIRS | ( 30) | 3.2 | 2.6 | 4.4 | .21 | .16 | .35 | ( 48) | 2.4 | 1.7 | 5.5 | .19 | .12 | .36 |
| PAINTING/DECORATING** | ( 24) | .7 | .4 | 1.7 | .05 | .03 | .12 | ( 46) | 1.8 | .5 | 3.0 | .13 | .04 | .20 |
| SUBTOTAL MAINTENANCE | ( 30) | 6.0% | 4.5% | 8.6% | .38 | .28 | .66 | ( 48) | 7.3% | 4.6% | 11.4% | .58 | .38 | .77 |
| REAL ESTATE TAXES | ( 29) | 5.6 | 3.5 | 6.6 | .38 | .25 | .48 | ( 47) | 5.8 | 4.5 | 7.2 | .42 | .33 | .50 |
| OTHER TAX/FEE/PERMIT | ( 10) | .4 | | | .03 | | | ( 9) | .7 | | | .03 | | |
| INSURANCE | ( 30) | 1.8 | 1.2 | 3.0 | .13 | .08 | .19 | ( 48) | 1.4 | 1.1 | 1.7 | .11 | .08 | .13 |
| SUBTOTAL TAX-INSURNCE | ( 30) | 7.5% | 6.8% | 8.8% | .55 | .43 | .71 | ( 48) | 7.4% | 6.0% | 9.9% | .53 | .45 | .66 |
| RECREATNL/AMENITIES** | ( 1) | 5.7 | | | .43 | | | ( 2) | 1.0 | | | .05 | | |
| OTHER PAYROLL** | ( 20) | 4.2 | 1.9 | 6.6 | .31 | .16 | .39 | ( 40) | 3.1 | 2.1 | 4.3 | .27 | .15 | .33 |
| TOTAL ALL EXPENSES | ( 30) | 45.1% | 36.6% | 51.3% | 3.12 | 2.65 | 3.55 | ( 48) | 45.4% | 35.6% | 48.6% | 3.40 | 2.59 | 3.90 |
| NET OPERATING INCOME | ( 30) | 54.9% | 48.7% | 61.1% | 3.88 | 3.14 | 5.23 | ( 48) | 53.9% | 47.0% | 63.5% | 4.20 | 2.69 | 5.30 |
| PAYROLL RECAP** | ( 26) | 6.6 | 3.3 | 10.2 | .57 | .23 | .81 | ( 46) | 9.5 | 6.3 | 11.1 | .68 | .50 | .86 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

## MEDIAN INCOME AND OPERATING COSTS

| | REGIONS 8 & 10<br>GARDEN BUILDINGS<br>SECT. 8 - ELDERLY/HAND. | | | | | | | REGIONS 8 & 10<br>GARDEN BUILDINGS<br>SECT. 8 - FAMILY | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | 12 BUILDINGS 521 APARTMENTS<br>307,140 RENTABLE SQUARE FEET | | | | | | | 25 BUILDINGS 1,248 APARTMENTS<br>1,098,271 RENTABLE SQUARE FEET | | | | | | |
| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
| | | MED | LOW | HIGH | MED | LOW | HIGH | | MED | LOW | HIGH | MED | LOW | HIGH |
| INCOME | | | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 12) | 99.3% | 98.5% | 99.6% | 8.02 | 7.91 | 9.52 | ( 24) | 98.9% | 98.5% | 99.3% | 8.27 | 6.61 | 8.79 |
| RENTS-GARAGE/PARKING | ( 1) | 1.8 | | | .13 | | | ( 1) | 93.5 | | | 3.48 | | |
| RENTS-STORES/OFFICES | ( ) | | | | | | | ( ) | | | | | | |
| GROSS POSSIBLE RENTS | ( 12) | 99.3% | 98.5% | 99.6% | 8.02 | 7.91 | 9.52 | ( 25) | 98.9% | 98.1% | 99.3% | 7.81 | 6.55 | 8.79 |
| VACANCIES/RENT LOSS | ( 5) | .3 | | | .04 | | | ( 23) | .8 | .5 | 2.0 | .07 | .04 | .17 |
| TOTAL RENTS COLLECTED | ( 12) | 99.0 | 98.3 | 99.3 | 8.02 | 7.91 | 9.44 | ( 25) | 97.8 | 96.5 | 98.2 | 7.41 | 6.44 | 8.71 |
| OTHER INCOME | ( 12) | .7 | .4 | 1.5 | .07 | .04 | .12 | ( 24) | 1.1 | .8 | 1.9 | .10 | .07 | .15 |
| GROSS POSSIBLE INCOME | ( 12) | 100.0% | 100.0% | 100.0% | 8.15 | 8.02 | 9.56 | ( 25) | 100.0% | 100.0% | 100.0% | 7.86 | 6.67 | 8.89 |
| TOTAL COLLECTIONS | ( 12) | 100.0 | 99.8 | 100.0 | 8.15 | 8.02 | 9.48 | ( 25) | 99.2 | 98.0 | 99.5 | 7.47 | 6.45 | 8.81 |
| EXPENSES | | | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 12) | 5.9 | 5.2 | 7.8 | .61 | .48 | .64 | ( 25) | 5.1 | 4.8 | 6.0 | .37 | .33 | .45 |
| OTHER ADMINISTRTVE.** | ( 12) | 9.5 | 9.0 | 10.5 | .86 | .75 | 1.01 | ( 25) | 7.3 | 5.8 | 8.8 | .50 | .46 | .74 |
| SUBTOTAL ADMINIST. | ( 12) | 16.4% | 15.1% | 17.4% | 1.39 | 1.24 | 1.56 | ( 25) | 12.3% | 11.3% | 14.3% | .94 | .83 | 1.17 |
| SUPPLIES | ( 5) | .3 | | | .03 | | | ( 23) | .2 | .1 | .4 | .01 | .01 | .03 |
| HEATING FUEL-CA ONLY* | ( ) | | | | | | | ( 13) | .4 | .2 | .4 | .03 | .01 | .04 |
| CA & APTS.* | ( 12) | 5.2 | 2.8 | 5.4 | .41 | .28 | .43 | ( 8) | 3.1 | | | .23 | | |
| ELECTRICITY--CA ONLY* | ( 4) | 1.8 | | | .17 | | | ( 22) | .9 | .5 | 1.3 | .08 | .03 | .09 |
| CA & APTS.* | ( 8) | 6.6 | | | .53 | | | ( 3) | 4.1 | | | .39 | | |
| WATER/SEWER--CA ONLY* | ( ) | | | | | | | ( ) | | | | | | |
| CA & APTS.* | ( 12) | 2.7 | 2.0 | 2.9 | .20 | .16 | .27 | ( 25) | 3.2 | 2.7 | 4.6 | .27 | .22 | .33 |
| GAS----------CA ONLY* | ( 7) | .1 | | | .01 | | | ( 11) | .1 | .1 | .2 | .01 | .01 | .01 |
| CA & APTS.* | ( 5) | 1.1 | | | .15 | | | ( 7) | 2.2 | | | .15 | | |
| BUILDING SERVICES | ( 5) | .5 | | | .07 | | | ( 22) | 1.0 | .7 | 1.1 | .08 | .05 | .09 |
| OTHER OPERATING | ( 10) | .5 | | | .04 | | | ( 15) | .0 | .0 | .3 | .00 | .00 | .02 |
| SUBTOTAL OPERATING | ( 12) | 14.7% | 11.0% | 15.2% | 1.22 | 1.04 | 1.27 | ( 25) | 7.2% | 5.9% | 10.9% | .57 | .45 | .82 |
| SECURITY** | ( ) | | | | | | | ( 3) | .4 | | | .03 | | |
| GROUNDS MAINTENANCE** | ( 12) | 1.9 | 1.4 | 2.5 | .16 | .12 | .26 | ( 24) | 2.9 | 2.2 | 3.9 | .24 | .18 | .29 |
| MAINTENANCE-REPAIRS | ( 12) | 1.8 | 1.1 | 2.2 | .14 | .11 | .18 | ( 25) | 2.7 | 1.8 | 5.1 | .26 | .12 | .38 |
| PAINTING/DECORATING** | ( 10) | .4 | | | .03 | | | ( 25) | 1.4 | .8 | 2.2 | .14 | .05 | .19 |
| SUBTOTAL MAINTENANCE | ( 12) | 3.9% | 2.9% | 4.3% | .36 | .24 | .48 | ( 25) | 7.5% | 6.2% | 10.0% | .65 | .46 | .78 |
| REAL ESTATE TAXES | ( 12) | 5.5 | 4.8 | 5.8 | .46 | .41 | .53 | ( 25) | 5.1 | 4.3 | 7.0 | .40 | .33 | .50 |
| OTHER TAX/FEE/PERMIT | ( 1) | .4 | | | .03 | | | ( 4) | .3 | | | .01 | | |
| INSURANCE | ( 12) | 1.3 | 1.1 | 1.5 | .12 | .09 | .13 | ( 25) | 1.2 | 1.0 | 1.6 | .11 | .08 | .12 |
| SUBTOTAL TAX-INSURNCE | ( 12) | 6.7% | 6.2% | 7.1% | .58 | .51 | .69 | ( 25) | 7.2% | 5.4% | 8.2% | .50 | .43 | .68 |
| RECREATNL/AMENITIES** | ( ) | | | | | | | ( ) | | | | | | |
| OTHER PAYROLL** | ( 10) | 4.4 | | | .38 | | | ( 22) | 2.6 | 1.7 | 3.9 | .21 | .14 | .28 |
| TOTAL ALL EXPENSES | ( 12) | 47.4% | 37.6% | 48.3% | 3.96 | 3.76 | 4.12 | ( 25) | 39.5% | 32.4% | 45.7% | 2.87 | 2.46 | 3.59 |
| NET OPERATING INCOME | ( 12) | 53.1% | 51.6% | 62.4% | 4.54 | 4.20 | 5.27 | ( 25) | 59.5% | 53.1% | 67.3% | 4.63 | 3.41 | 5.84 |
| PAYROLL RECAP** | ( 12) | 9.9 | 7.2 | 10.9 | .80 | .68 | .89 | ( 24) | 7.6 | 6.3 | 9.8 | .64 | .50 | .82 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

REGIONS 8 & 10

GARDEN BUILDINGS
ALL FAMILY/NONELDERLY

35 BUILDINGS 2,350 APARTMENTS
1,909,265 RENTABLE SQUARE FEET

REGION 9

ELEVATOR BUILDINGS

8 BUILDINGS 1,303 APARTMENTS
789,718 RENTABLE SQUARE FEET

| | REGIONS 8 & 10 | | | | | | | REGION 9 | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
| | | MED | LOW | HIGH | MED | LOW | HIGH | | MED | LOW | HIGH | MED | LOW | HIGH |
| INCOME | | | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 34) | 98.9% | 97.4% | 99.2% | 7.10 | 5.39 | 8.75 | ( 8) | 99.8% | | | 12.37 | | |
| RENTS-GARAGE/PARKING | ( 2) | 93.5 | | | 3.48 | | | ( 1) | .0 | | | .00 | | |
| RENTS-STORES/OFFICES | ( 3) | .5 | | | .03 | | | ( 1) | .0 | | | .00 | | |
| GROSS POSSIBLE RENTS | ( 35) | 98.9% | 97.4% | 99.2% | 6.95 | 5.01 | 8.45 | ( 8) | 99.8% | | | 12.37 | | |
| VACANCIES/RENT LOSS | ( 33) | 1.1 | .7 | 3.0 | .07 | .04 | .20 | ( 7) | 1.3 | | | .13 | | |
| TOTAL RENTS COLLECTED | ( 35) | 96.7 | 94.3 | 98.1 | 6.89 | 4.97 | 8.38 | ( 8) | 98.5 | | | 12.22 | | |
| OTHER INCOME | ( 34) | 1.2 | .8 | 2.6 | .11 | .07 | .15 | ( 7) | .4 | | | .04 | | |
| GROSS POSSIBLE INCOME | ( 35) | 100.0% | 100.0% | 100.0% | 7.03 | 5.22 | 8.68 | ( 8) | 100.0% | | | 12.71 | | |
| TOTAL COLLECTIONS | ( 35) | 99.0 | 97.0 | 99.4 | 6.97 | 5.16 | 8.65 | ( 8) | 98.8 | | | 12.57 | | |
| EXPENSES | | | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 35) | 5.5 | 4.8 | 6.5 | .37 | .29 | .44 | ( 8) | 3.5 | | | .35 | | |
| OTHER ADMINISTRTVE.** | ( 35) | 8.4 | 6.3 | 10.3 | .50 | .46 | .74 | ( 8) | 3.0 | | | .30 | | |
| SUBTOTAL ADMINIST. | ( 35) | 13.3% | 11.4% | 16.3% | .94 | .80 | 1.17 | ( 8) | 6.2% | | | .65 | | |
| SUPPLIES | ( 33) | .3 | .1 | .4 | .02 | .01 | .03 | ( 8) | .5 | | | .08 | | |
| HEATING FUEL-CA ONLY* | ( 16) | .4 | .3 | .5 | .03 | .03 | .04 | ( 2) | 1.2 | | | .20 | | |
| CA & APTS.* | ( 13) | 3.4 | 2.5 | 4.9 | .23 | .21 | .35 | ( 4) | 2.1 | | | .18 | | |
| ELECTRICITY--CA ONLY* | ( 28) | 1.0 | .6 | 1.3 | .08 | .04 | .09 | ( 4) | 2.9 | | | .58 | | |
| CA & APTS.* | ( 5) | 5.0 | | | .39 | | | ( 4) | 8.4 | | | .65 | | |
| WATER/SEWER--CA ONLY* | ( ) | | | | | | | ( ) | | | | | | |
| CA & APTS.* | ( 35) | 3.7 | 2.8 | 4.8 | .26 | .20 | .33 | ( 8) | 1.7 | | | .16 | | |
| GAS----------CA ONLY* | ( 11) | .1 | .1 | .2 | .01 | .01 | .01 | ( 3) | 1.9 | | | .22 | | |
| CA & APTS.* | ( 12) | 2.7 | 1.5 | 2.8 | .15 | .12 | .17 | ( 5) | .4 | | | .06 | | |
| BUILDING SERVICES | ( 27) | 1.0 | .7 | 1.2 | .08 | .05 | .09 | ( 7) | .5 | | | .07 | | |
| OTHER OPERATING | ( 23) | .1 | .0 | 1.3 | .00 | .00 | .06 | ( 6) | 2.1 | | | .27 | | |
| SUBTOTAL OPERATING | ( 35) | 9.4% | 6.2% | 12.5% | .59 | .46 | .84 | ( 8) | 15.8% | | | 1.35 | | |
| SECURITY** | ( 7) | .4 | | | .03 | | | | | | | | | |
| GROUNDS MAINTENANCE** | ( 34) | 3.7 | 2.3 | 4.2 | .23 | .16 | .29 | ( 2) | 2.2 | | | .28 | | |
| MAINTENANCE-REPAIRS | ( 35) | 4.0 | 1.8 | 5.8 | .25 | .12 | .36 | ( 8) | .7 | | | .07 | | |
| PAINTING/DECORATING** | ( 35) | 2.0 | 1.0 | 3.2 | .16 | .07 | .23 | ( 8) | 2.2 | | | .22 | | |
| SUBTOTAL MAINTENANCE | ( 35) | 8.8% | 6.3% | 13.1% | .65 | .46 | .78 | ( 7) | .5 | | | .04 | | |
| | | | | | | | | ( 8) | 3.3% | | | .33 | | |
| REAL ESTATE TAXES | ( 35) | 6.3 | 4.4 | 8.3 | .40 | .33 | .45 | ( 7) | 6.2 | | | .48 | | |
| OTHER TAX/FEE/PERMIT | ( 8) | 1.1 | | | .04 | | | ( 7) | .1 | | | .03 | | |
| INSURANCE | ( 35) | 1.4 | 1.1 | 1.8 | .10 | .06 | .12 | ( 8) | 3.0 | | | .30 | | |
| SUBTOTAL TAX-INSURNCE | ( 35) | 8.0% | 6.0% | 11.1% | .50 | .44 | .62 | ( 8) | 7.8% | | | .67 | | |
| RECREATNL/AMENITIES** | ( 2) | 1.0 | | | .05 | | | ( 3) | .3 | | | .03 | | |
| OTHER PAYROLL** | ( 30) | 2.8 | 1.7 | 4.1 | .21 | .14 | .28 | ( 7) | 1.5 | | | .21 | | |
| TOTAL ALL EXPENSES | ( 35) | 45.4% | 34.6% | 54.4% | 3.01 | 2.37 | 3.51 | ( 8) | 37.5% | | | 4.15 | | |
| NET OPERATING INCOME | ( 35) | 53.9% | 40.4% | 63.2% | 3.50 | 2.42 | 5.05 | ( 8) | 71.1% | | | 7.70 | | |
| PAYROLL RECAP** | ( 33) | 9.5 | 6.6 | 11.3 | .62 | .50 | .82 | ( 8) | 4.9 | | | .65 | | |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

| | REGION 9<br>LOW RISE BUILDINGS<br>26 BUILDINGS 1,780 APARTMENTS<br>1,385,138 RENTABLE SQUARE FEET | | | | | | | REGION 9<br>LOW RISE BUILDINGS<br>ALL FAMILY/NONELDERLY<br>18 BUILDINGS 1,211 APARTMENTS<br>1,045,813 RENTABLE SQUARE FEET | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
| | | MED | LOW | HIGH | MED | LOW | HIGH | | MED | LOW | HIGH | MED | LOW | HIGH |
| INCOME | | | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 26) | 98.7% | 97.5% | 99.1% | 6.65 | 5.14 | 8.72 | ( 18) | 98.7% | 97.6% | 99.0% | 6.42 | 4.44 | 6.93 |
| RENTS-GARAGE/PARKING | ( 2) | 4.0 | | | .35 | | | ( 2) | 4.0 | | | .35 | | |
| RENTS-STORES/OFFICES | ( ) | | | | | | | ( ) | | | | | | |
| GROSS POSSIBLE RENTS | ( 26) | 98.8% | 97.6% | 99.1% | 6.65 | 5.14 | 8.72 | ( 18) | 98.8% | 98.2% | 99.0% | 6.42 | 4.44 | 6.93 |
| VACANCIES/RENT LOSS | ( 19) | 1.2 | .5 | 3.5 | .06 | .02 | .20 | ( 17) | 1.2 | .6 | 3.5 | .06 | .02 | .29 |
| TOTAL RENTS COLLECTED | ( 26) | 97.9 | 93.9 | 98.7 | 6.61 | 5.08 | 8.42 | ( 18) | 97.1 | 93.9 | 98.5 | 6.17 | 4.26 | 6.89 |
| OTHER INCOME | ( 24) | 1.4 | 1.0 | 2.4 | .09 | .07 | .13 | ( 16) | 1.4 | 1.1 | 1.8 | .09 | .08 | .10 |
| GROSS POSSIBLE INCOME | ( 26) | 100.0% | 100.0% | 100.0% | 6.75 | 5.23 | 8.81 | ( 18) | 100.0% | 100.0% | 100.0% | 6.49 | 4.84 | 7.02 |
| TOTAL COLLECTIONS | ( 26) | 99.4 | 98.0 | 100.0 | 6.75 | 5.17 | 8.50 | ( 18) | 98.8 | 96.5 | 99.5 | 6.27 | 4.67 | 6.97 |
| EXPENSES | | | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 24) | 5.0 | 4.4 | 6.6 | .40 | .26 | .48 | ( 18) | 5.8 | 4.4 | 7.5 | .35 | .22 | .48 |
| OTHER ADMINISTRTVE.** | ( 25) | 8.6 | 3.8 | 10.8 | .50 | .37 | .64 | ( 17) | 8.6 | 5.9 | 11.3 | .48 | .35 | .58 |
| SUBTOTAL ADMINIST. | ( 26) | 12.3% | 8.1% | 16.6% | .77 | .64 | .97 | ( 18) | 13.4% | 8.3% | 18.0% | .77 | .55 | .97 |
| SUPPLIES | ( 22) | .2 | .1 | .7 | .02 | .01 | .06 | ( 14) | .2 | .1 | .3 | .01 | .01 | .02 |
| HEATING FUEL-CA ONLY* | ( 4) | .6 | | | .05 | | | ( 4) | .6 | | | .05 | | |
| CA & APTS.* | ( 9) | 4.1 | | | .29 | | | ( 4) | 10.4 | | | .48 | | |
| ELECTRICITY--CA ONLY* | ( 12) | 1.0 | .7 | 1.3 | .06 | .04 | .09 | ( 12) | 1.0 | .7 | 1.3 | .06 | .04 | .09 |
| CA & APTS.* | ( 13) | 3.4 | 2.7 | 6.6 | .40 | .18 | .44 | ( 6) | 8.1 | | | .40 | | |
| WATER/SEWER--CA ONLY* | ( ) | | | | | | | ( ) | | | | | | |
| CA & APTS.* | ( 26) | 3.0 | 2.0 | 4.0 | .21 | .15 | .24 | ( 18) | 3.5 | 2.2 | 4.2 | .20 | .14 | .24 |
| GAS----------CA ONLY* | ( 8) | 1.2 | | | .08 | | | ( 6) | 2.2 | | | .09 | | |
| CA & APTS.* | ( 10) | 2.7 | | | .16 | | | ( 7) | 2.9 | | | .16 | | |
| BUILDING SERVICES | ( 17) | 1.6 | .8 | 3.0 | .11 | .06 | .20 | ( 11) | 1.6 | 1.2 | 2.3 | .11 | .07 | .15 |
| OTHER OPERATING | ( 13) | 1.8 | 1.4 | 2.2 | .13 | .06 | .22 | ( 6) | 1.8 | | | .09 | | |
| SUBTOTAL OPERATING | ( 26) | 11.0% | 6.9% | 16.6% | .76 | .50 | 1.14 | ( 18) | 11.4% | 6.7% | 18.5% | .62 | .43 | .84 |
| SECURITY** | ( 9) | 1.5 | | | .09 | | | ( 9) | 1.5 | | | .09 | | |
| GROUNDS MAINTENANCE** | ( 23) | 2.0 | 1.0 | 3.1 | .15 | .06 | .19 | ( 16) | 2.7 | 2.0 | 3.8 | .16 | .13 | .24 |
| MAINTENANCE-REPAIRS | ( 26) | 3.9 | 1.8 | 11.6 | .29 | .15 | .52 | ( 18) | 7.7 | 3.1 | 13.5 | .48 | .24 | .68 |
| PAINTING/DECORATING** | ( 18) | 2.6 | 1.0 | 3.0 | .14 | .06 | .19 | ( 13) | 2.8 | 2.4 | 3.4 | .14 | .11 | .23 |
| SUBTOTAL MAINTENANCE | ( 26) | 8.4% | 4.8% | 14.0% | .52 | .32 | .91 | ( 18) | 10.5% | 7.1% | 26.0% | .69 | .45 | 1.08 |
| REAL ESTATE TAXES | ( 23) | 5.1 | 3.7 | 7.3 | .32 | .25 | .43 | ( 17) | 6.4 | 4.3 | 8.0 | .36 | .25 | .43 |
| OTHER TAX/FEE/PERMIT | ( 17) | 1.0 | .3 | 1.7 | .06 | .01 | .09 | ( 14) | 1.0 | .3 | 1.7 | .06 | .01 | .09 |
| INSURANCE | ( 25) | 2.5 | 1.9 | 3.3 | .18 | .14 | .26 | ( 17) | 3.2 | 2.5 | 3.7 | .20 | .14 | .26 |
| SUBTOTAL TAX-INSURNCE | ( 26) | 7.8% | 6.2% | 11.5% | .57 | .41 | .70 | ( 18) | 10.1% | 7.3% | 13.0% | .58 | .50 | .77 |
| RECREATNL/AMENITIES** | ( 6) | .6 | | | .05 | | | ( 4) | .4 | | | .02 | | |
| OTHER PAYROLL** | ( 17) | 4.3 | 2.0 | 6.9 | .29 | .12 | .51 | ( 11) | 3.5 | 1.8 | 4.3 | .18 | .10 | .29 |
| TOTAL ALL EXPENSES | ( 26) | 41.8% | 31.5% | 70.0% | 2.94 | 2.43 | 3.76 | ( 18) | 50.5% | 34.8% | 79.0% | 2.77 | 2.39 | 4.14 |
| NET OPERATING INCOME | ( 26) | 58.1% | 29.5% | 66.0% | 3.87 | 1.38 | 5.65 | ( 18) | 50.8% | 19.8% | 64.2% | 3.05 | .96 | 4.47 |
| PAYROLL RECAP** | ( 23) | 6.5 | 4.6 | 8.4 | .61 | .32 | .69 | ( 15) | 5.1 | 4.6 | 7.1 | .37 | .24 | .65 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

| | REGION 9<br>GARDEN BUILDINGS<br>61 BUILDINGS 5,641 APARTMENTS<br>5,082,561 RENTABLE SQUARE FEET | | | | | | | REGION 9<br>GARDEN BUILDINGS<br>SECTION 236<br>24 BUILDINGS 2,398 APARTMENTS<br>2,046,055 RENTABLE SQUARE FEET | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
| | | MED | LOW | HIGH | MED | LOW | HIGH | | MED | LOW | HIGH | MED | LOW | HIGH |
| INCOME | | | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 61) | 97.8% | 96.5% | 98.9% | 5.09 | 4.06 | 6.72 | ( 24) | 97.6% | 96.5% | 98.6% | 4.79 | 3.92 | 5.22 |
| RENTS-GARAGE/PARKING | ( 2) | .5 | | | .04 | | | ( ) | | | | | | |
| RENTS-STORES/OFFICES | ( ) | | | | | | | ( ) | | | | | | |
| GROSS POSSIBLE RENTS | ( 61) | 97.8% | 96.5% | 98.9% | 5.09 | 4.06 | 6.72 | ( 24) | 97.6% | 96.5% | 98.6% | 4.79 | 3.92 | 5.22 |
| VACANCIES/RENT LOSS | ( 54) | 2.5 | .4 | 4.7 | .15 | .02 | .28 | ( 23) | 1.5 | .4 | 3.9 | .08 | .01 | .18 |
| TOTAL RENTS COLLECTED | ( 61) | 94.9 | 92.6 | 96.8 | 4.92 | 3.91 | 6.31 | ( 24) | 94.5 | 93.4 | 96.4 | 4.72 | 3.87 | 5.09 |
| OTHER INCOME | ( 59) | 2.4 | 1.1 | 3.5 | .12 | .05 | .21 | ( 23) | 2.6 | 1.4 | 3.5 | .12 | .05 | .17 |
| GROSS POSSIBLE INCOME | ( 61) | 100.0% | 100.0% | 100.0% | 5.27 | 4.21 | 6.80 | ( 24) | 100.0% | 100.0% | 100.0% | 4.95 | 4.05 | 5.32 |
| TOTAL COLLECTIONS | ( 61) | 98.4 | 95.6 | 99.7 | 5.07 | 4.09 | 6.44 | ( 24) | 98.7 | 96.1 | 99.6 | 4.92 | 3.99 | 5.27 |
| EXPENSES | | | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 60) | 6.2 | 4.6 | 7.4 | .33 | .26 | .39 | ( 24) | 7.3 | 6.4 | 8.2 | .33 | .30 | .44 |
| OTHER ADMINISTRTVE.** | ( 60) | 10.0 | 6.1 | 13.9 | .48 | .38 | .77 | ( 23) | 13.5 | 9.6 | 15.8 | .63 | .43 | .82 |
| SUBTOTAL ADMINIST. | ( 61) | 16.2% | 9.7% | 20.8% | .76 | .61 | 1.15 | ( 24) | 20.8% | 16.2% | 23.9% | .96 | .74 | 1.29 |
| SUPPLIES | ( 55) | .2 | .1 | .4 | .01 | .00 | .02 | ( 23) | .2 | .1 | .4 | .01 | .00 | .02 |
| HEATING FUEL-CA ONLY* | ( 12) | 1.2 | .6 | 1.9 | .10 | .05 | .14 | ( 3) | 4.4 | | | .23 | | |
| CA & APTS.* | ( 15) | 3.6 | 2.1 | 8.0 | .20 | .13 | .29 | ( 11) | 3.6 | 1.7 | 6.0 | .20 | .09 | .27 |
| ELECTRICITY--CA ONLY* | ( 33) | 1.2 | 1.1 | 1.8 | .08 | .06 | .10 | ( 14) | 1.3 | 1.2 | 1.9 | .06 | .05 | .11 |
| CA & APTS.* | ( 28) | 2.4 | 1.1 | 4.7 | .11 | .06 | .29 | ( 10) | 7.5 | | | .41 | | |
| WATER/SEWER--CA ONLY* | ( ) | | | | | | | ( ) | | | | | | |
| CA & APTS.* | ( 61) | 3.1 | 2.2 | 5.0 | .18 | .13 | .25 | ( 24) | 4.3 | 2.9 | 5.4 | .16 | .13 | .27 |
| GAS----------CA ONLY* | ( 26) | .6 | .2 | 3.4 | .05 | .01 | .17 | ( 10) | 4.8 | | | .22 | | |
| CA & APTS.* | ( 21) | 1.7 | .7 | 4.4 | .09 | .04 | .24 | ( 13) | 2.4 | 1.4 | 5.4 | .12 | .05 | .25 |
| BUILDING SERVICES | ( 38) | 1.5 | 1.0 | 2.6 | .10 | .07 | .14 | ( 17) | 2.4 | 1.1 | 2.8 | .08 | .04 | .15 |
| OTHER OPERATING | ( 42) | 1.6 | .5 | 2.7 | .07 | .02 | .17 | ( 18) | 1.3 | .3 | 2.5 | .06 | .02 | .12 |
| SUBTOTAL OPERATING | ( 61) | 10.0% | 7.0% | 17.7% | .62 | .42 | .91 | ( 24) | 17.7% | 14.5% | 21.1% | .79 | .62 | 1.04 |
| SECURITY** | ( 26) | 1.1 | .2 | 1.8 | .05 | .02 | .09 | ( 12) | 1.5 | 1.1 | 1.8 | .07 | .03 | .09 |
| GROUNDS MAINTENANCE** | ( 58) | 4.7 | 2.3 | 6.0 | .23 | .16 | .30 | ( 24) | 5.7 | 4.6 | 7.1 | .25 | .23 | .38 |
| MAINTENANCE-REPAIRS | ( 61) | 6.2 | 3.2 | 9.4 | .30 | .20 | .48 | ( 24) | 8.9 | 7.6 | 11.8 | .45 | .30 | .60 |
| PAINTING/DECORATING** | ( 55) | 2.1 | 1.2 | 2.9 | .11 | .06 | .17 | ( 23) | 2.3 | 1.6 | 4.3 | .13 | .07 | .21 |
| SUBTOTAL MAINTENANCE | ( 61) | 13.9% | 8.5% | 19.5% | .68 | .50 | .94 | ( 24) | 20.3% | 15.4% | 23.6% | .94 | .68 | 1.21 |
| REAL ESTATE TAXES | ( 59) | 6.0 | 4.2 | 7.4 | .31 | .22 | .45 | ( 24) | 6.0 | 4.3 | 7.0 | .27 | .19 | .40 |
| OTHER TAX/FEE/PERMIT | ( 42) | .5 | .2 | 1.0 | .02 | .01 | .06 | ( 19) | .8 | .2 | 1.1 | .03 | .01 | .06 |
| INSURANCE | ( 59) | 3.0 | 2.0 | 4.6 | .16 | .09 | .22 | ( 24) | 3.6 | 2.8 | 4.9 | .20 | .13 | .22 |
| SUBTOTAL TAX-INSURNCE | ( 59) | 10.2% | 7.7% | 11.4% | .53 | .39 | .69 | ( 24) | 10.9% | 8.9% | 12.2% | .51 | .41 | .59 |
| RECREATNL/AMENITIES** | ( 17) | .3 | .2 | .4 | .02 | .01 | .04 | ( 4) | .3 | | | .02 | | |
| OTHER PAYROLL** | ( 50) | 5.1 | 2.1 | 7.7 | .28 | .14 | .41 | ( 23) | 4.0 | 1.4 | 7.5 | .17 | .06 | .39 |
| TOTAL ALL EXPENSES | ( 61) | 64.0% | 36.0% | 74.2% | 3.11 | 2.48 | 3.72 | ( 24) | 75.3% | 66.9% | 79.7% | 3.61 | 2.69 | 4.26 |
| NET OPERATING INCOME | ( 61) | 34.1% | 23.5% | 60.5% | 1.60 | 1.00 | 3.43 | ( 24) | 23.7% | 19.0% | 31.5% | 1.09 | .81 | 1.39 |
| PAYROLL RECAP** | ( 58) | 10.5 | 5.1 | 14.6 | .57 | .37 | .69 | ( 24) | 12.9 | 7.0 | 14.4 | .52 | .34 | .71 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

## REGION 9

GARDEN BUILDINGS
SECT. 8 - FAMILY

18 BUILDINGS 1,453 APARTMENTS
1,330,280 RENTABLE SQUARE FEET

| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
|---|---|---|---|---|---|---|---|
| | | MED | LOW | HIGH | MED | LOW | HIGH |
| INCOME | | | | | | | |
| RENTS-APARTMENTS | (18) | 97.8% | 96.5% | 98.9% | 6.55 | 4.32 | 9.48 |
| RENTS-GARAGE/PARKING | ( ) | | | | | | |
| RENTS-STORES/OFFICES | ( ) | | | | | | |
| GROSS POSSIBLE RENTS | (18) | 97.8% | 96.5% | 98.9% | 6.55 | 4.32 | 9.48 |
| VACANCIES/RENT LOSS | (17) | 2.7 | .5 | 6.4 | .16 | .06 | .42 |
| TOTAL RENTS COLLECTED | (18) | 94.9 | 88.9 | 96.8 | 6.13 | 4.19 | 9.24 |
| OTHER INCOME | (17) | 2.6 | 1.1 | 3.5 | .15 | .09 | .25 |
| GROSS POSSIBLE INCOME | (18) | 100.0% | 100.0% | 100.0% | 6.60 | 4.47 | 9.74 |
| TOTAL COLLECTIONS | (18) | 97.5 | 93.6 | 99.6 | 6.18 | 4.28 | 9.49 |
| EXPENSES | | | | | | | |
| MANAGEMENT FEE | (18) | 4.9 | 3.8 | 6.4 | .33 | .25 | .42 |
| OTHER ADMINISTRTVE.** | (18) | 6.4 | 3.6 | 12.5 | .49 | .29 | .74 |
| SUBTOTAL ADMINIST. | (18) | 10.5% | 8.1% | 18.9% | .73 | .57 | 1.09 |
| SUPPLIES | (16) | .2 | .1 | .3 | .01 | .01 | .02 |
| HEATING FUEL-CA ONLY* | (6) | 1.2 | | | .14 | | |
| CA & APTS.* | (1) | 10.4 | | | .46 | | |
| ELECTRICITY--CA ONLY* | (10) | 1.1 | | | .08 | | |
| CA & APTS.* | (8) | 2.4 | | | .10 | | |
| WATER/SEWER--CA ONLY* | ( ) | | | | | | |
| CA & APTS.* | (18) | 2.9 | 2.1 | 5.1 | .20 | .12 | .25 |
| GAS----------CA ONLY* | (9) | .3 | | | .02 | | |
| CA & APTS.* | (3) | 1.0 | | | .09 | | |
| BUILDING SERVICES | (10) | 1.5 | | | .10 | | |
| OTHER OPERATING | (12) | 2.0 | .9 | 3.7 | .16 | .05 | .19 |
| SUBTOTAL OPERATING | (18) | 7.4% | 5.7% | 12.2% | .51 | .38 | .64 |
| SECURITY** | (8) | 1.1 | | | .07 | | |
| GROUNDS MAINTENANCE** | (17) | 2.3 | 1.9 | 4.5 | .19 | .14 | .23 |
| MAINTENANCE-REPAIRS | (18) | 4.3 | 1.9 | 6.2 | .24 | .16 | .32 |
| PAINTING/DECORATING** | (17) | 1.2 | .6 | 2.2 | .09 | .04 | .14 |
| SUBTOTAL MAINTENANCE | (18) | 9.3% | 5.8% | 13.2% | .54 | .48 | .69 |
| REAL ESTATE TAXES | (18) | 6.0 | 4.7 | 8.2 | .37 | .30 | .58 |
| OTHER TAX/FEE/PERMIT | (11) | .1 | .1 | .2 | .01 | .00 | .01 |
| INSURANCE | (18) | 2.3 | 1.4 | 3.1 | .16 | .08 | .33 |
| SUBTOTAL TAX-INSURNCE | (18) | 9.6% | 7.6% | 11.2% | .65 | .46 | .90 |
| RECREATNL/AMENITIES** | (6) | .4 | | | .04 | | |
| OTHER PAYROLL** | (15) | 5.1 | 2.2 | 7.7 | .38 | .25 | .44 |
| TOTAL ALL EXPENSES | (18) | 37.4% | 32.3% | 61.5% | 2.90 | 2.55 | 3.57 |
| NET OPERATING INCOME | (18) | 49.7% | 32.5% | 64.5% | 3.29 | 1.37 | 5.93 |
| PAYROLL RECAP** | (17) | 5.3 | 4.4 | 13.1 | .58 | .38 | .64 |

## REGION 9

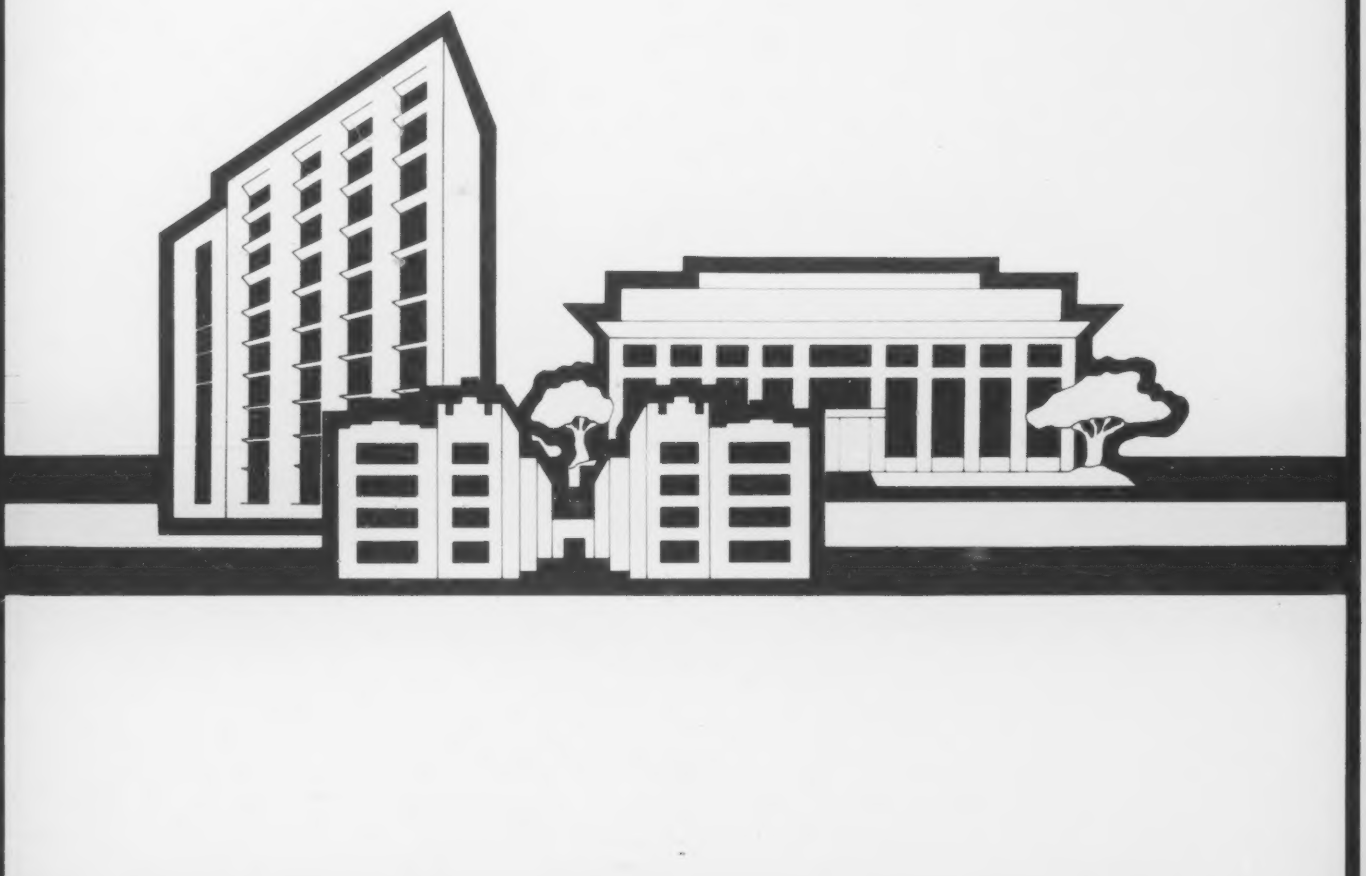
GARDEN BUILDINGS
ALL FAMILY/NONELDERLY

52 BUILDINGS 4,973 APARTMENTS
4,620,533 RENTABLE SQUARE FEET

| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
|---|---|---|---|---|---|---|---|
| | | MED | LOW | HIGH | MED | LOW | HIGH |
| INCOME | | | | | | | |
| RENTS-APARTMENTS | (52) | 98.0% | 96.5% | 98.9% | 5.09 | 3.96 | 6.36 |
| RENTS-GARAGE/PARKING | (1) | .4 | | | .01 | | |
| RENTS-STORES/OFFICES | ( ) | | | | | | |
| GROSS POSSIBLE RENTS | (52) | 98.0% | 96.5% | 98.9% | 5.09 | 3.96 | 6.36 |
| VACANCIES/RENT LOSS | (46) | 2.2 | .4 | 4.7 | .12 | .02 | .24 |
| TOTAL RENTS COLLECTED | (52) | 95.1 | 92.6 | 97.3 | 4.87 | 3.87 | 6.06 |
| OTHER INCOME | (50) | 2.4 | 1.1 | 3.5 | .12 | .05 | .20 |
| GROSS POSSIBLE INCOME | (52) | 100.0% | 100.0% | 100.0% | 5.16 | 4.13 | 6.42 |
| TOTAL COLLECTIONS | (52) | 98.6 | 95.6 | 99.8 | 4.97 | 3.99 | 6.11 |
| EXPENSES | | | | | | | |
| MANAGEMENT FEE | (51) | 6.4 | 4.9 | 7.8 | .33 | .26 | .39 |
| OTHER ADMINISTRTVE.** | (51) | 10.5 | 6.6 | 14.4 | .50 | .37 | .81 |
| SUBTOTAL ADMINIST. | (52) | 18.1% | 10.5% | 21.7% | .78 | .65 | 1.19 |
| SUPPLIES | (47) | .2 | .1 | .4 | .01 | .01 | .02 |
| HEATING FUEL-CA ONLY* | (11) | 1.2 | .5 | 1.9 | .10 | .02 | .14 |
| CA & APTS.* | (14) | 3.7 | 2.8 | 9.0 | .23 | .14 | .29 |
| ELECTRICITY--CA ONLY* | (30) | 1.3 | 1.1 | 1.8 | .08 | .06 | .10 |
| CA & APTS.* | (22) | 2.4 | 1.0 | 7.5 | .11 | .05 | .41 |
| WATER/SEWER--CA ONLY* | ( ) | | | | | | |
| CA & APTS.* | (52) | 3.4 | 2.4 | 5.2 | .20 | .13 | .25 |
| GAS----------CA ONLY* | (21) | .6 | .3 | 3.8 | .05 | .02 | .21 |
| CA & APTS.* | (21) | 1.7 | .7 | 4.4 | .09 | .04 | .24 |
| BUILDING SERVICES | (35) | 1.5 | 1.0 | 2.6 | .09 | .06 | .14 |
| OTHER OPERATING | (33) | 1.6 | .5 | 3.1 | .07 | .02 | .17 |
| SUBTOTAL OPERATING | (52) | 13.5% | 7.0% | 18.1% | .64 | .44 | .91 |
| SECURITY** | (26) | 1.1 | .2 | 1.8 | .05 | .02 | .09 |
| GROUNDS MAINTENANCE** | (50) | 4.7 | 2.4 | 6.0 | .23 | .16 | .30 |
| MAINTENANCE-REPAIRS | (52) | 6.7 | 4.3 | 9.4 | .30 | .20 | .48 |
| PAINTING/DECORATING** | (48) | 2.1 | 1.2 | 4.1 | .12 | .07 | .17 |
| SUBTOTAL MAINTENANCE | (52) | 14.6% | 9.5% | 20.3% | .69 | .50 | .95 |
| REAL ESTATE TAXES | (50) | 6.0 | 4.3 | 7.1 | .30 | .22 | .44 |
| OTHER TAX/FEE/PERMIT | (37) | .4 | .2 | .9 | .02 | .01 | .05 |
| INSURANCE | (50) | 3.4 | 2.3 | 4.7 | .17 | .11 | .25 |
| SUBTOTAL TAX-INSURNCE | (50) | 10.5% | 7.8% | 12.2% | .53 | .39 | .69 |
| RECREATNL/AMENITIES** | (15) | .3 | .2 | .4 | .02 | .01 | .04 |
| OTHER PAYROLL** | (44) | 5.3 | 2.2 | 7.7 | .33 | .14 | .41 |
| TOTAL ALL EXPENSES | (52) | 66.3% | 40.5% | 76.1% | 3.22 | 2.55 | 3.73 |
| NET OPERATING INCOME | (52) | 32.5% | 21.9% | 49.6% | 1.39 | .97 | 2.76 |
| PAYROLL RECAP** | (49) | 10.5 | 5.3 | 14.4 | .56 | .36 | .64 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

# NATIONAL REPORTS



TOTAL U.S.A.

ELEVATOR BUILDINGS

323 BUILDINGS 43,437 APARTMENTS
27,536,836 RENTABLE SQUARE FEET

TOTAL U.S.A.

ELEVATOR BUILDINGS
SECTION 202

30 BUILDINGS 3,467 APARTMENTS
1,946,167 RENTABLE SQUARE FEET

| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | MED | LOW | HIGH | MED | LOW | HIGH | | MED | LOW | HIGH | MED | LOW | HIGH |
| INCOME | | | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 323) | 99.0% | 97.0% | 99.5% | 9.41 | 6.93 | 11.11 | ( 30) | 99.0% | 97.5% | 99.5% | 10.17 | 7.67 | 11.00 |
| RENTS-GARAGE/PARKING | ( 36) | 1.0 | .5 | 2.2 | .06 | .04 | .14 | ( 4) | 1.3 | | | .08 | | |
| RENTS-STORES/OFFICES | ( 59) | 3.5 | 1.0 | 7.9 | .27 | .09 | .71 | ( 3) | .2 | | | .02 | | |
| GROSS POSSIBLE RENTS | ( 323) | 99.3% | 98.5% | 99.6% | 9.51 | 7.17 | 11.13 | ( 30) | 99.4% | 97.5% | 99.6% | 10.17 | 7.74 | 11.13 |
| VACANCIES/RENT LOSS | ( 294) | .8 | .1 | 1.6 | .07 | .01 | .15 | ( 24) | .6 | .2 | 1.4 | .06 | .02 | .16 |
| TOTAL RENTS COLLECTED | ( 322) | 98.3 | 96.9 | 99.2 | 9.40 | 7.07 | 11.05 | ( 30) | 98.1 | 95.3 | 99.4 | 10.12 | 7.73 | 11.13 |
| OTHER INCOME | ( 313) | .7 | .4 | 1.5 | .07 | .04 | .13 | ( 29) | .8 | .5 | 2.5 | .08 | .04 | .20 |
| GROSS POSSIBLE INCOME | ( 323) | 100.0% | 100.0% | 100.0% | 9.62 | 7.27 | 11.19 | ( 30) | 100.0% | 100.0% | 100.0% | 10.21 | 7.81 | 11.17 |
| TOTAL COLLECTIONS | ( 323) | 99.3 | 98.5 | 99.9 | 9.60 | 7.15 | 11.10 | ( 30) | 99.7 | 98.7 | 100.0 | 10.16 | 7.81 | 11.15 |
| EXPENSES | | | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 315) | 5.0 | 4.1 | 6.0 | .47 | .35 | .56 | ( 24) | 4.9 | 3.7 | 5.1 | .42 | .33 | .55 |
| OTHER ADMINISTRTVE.** | ( 321) | 6.0 | 4.2 | 8.1 | .54 | .38 | .72 | ( 30) | 6.3 | 4.5 | 8.3 | .52 | .40 | .90 |
| SUBTOTAL ADMINIST. | ( 323) | 10.8% | 8.9% | 13.1% | .99 | .77 | 1.24 | ( 30) | 9.8% | 8.2% | 12.6% | .99 | .71 | 1.18 |
| SUPPLIES | ( 320) | .4 | .2 | .8 | .04 | .02 | .07 | ( 29) | .5 | .2 | .7 | .04 | .02 | .07 |
| HEATING FUEL-CA ONLY* | ( 65) | 1.7 | 1.0 | 2.4 | .16 | .11 | .25 | ( 4) | .8 | | | .10 | | |
| CA & APTS.* | ( 248) | 4.2 | 2.8 | 6.8 | .39 | .26 | .55 | ( 26) | 4.7 | 2.6 | 6.5 | .42 | .26 | .73 |
| ELECTRICITY--CA ONLY* | ( 149) | 2.4 | 1.7 | 3.3 | .24 | .16 | .35 | ( 9) | 3.4 | | | .41 | | |
| CA & APTS.* | ( 162) | 7.3 | 4.7 | 11.0 | .61 | .40 | .74 | ( 18) | 8.0 | 5.0 | 11.6 | .65 | .39 | .97 |
| WATER/SEWER--CA ONLY* | ( 8) | 2.0 | | | .14 | | | ( ) | | | | | | |
| CA & APTS.* | ( 313) | 1.5 | 1.0 | 2.4 | .13 | .10 | .19 | ( 29) | 1.5 | 1.2 | 2.4 | .13 | .10 | .20 |
| GAS----------CA ONLY* | ( 49) | .2 | .1 | .8 | .03 | .01 | .08 | ( 3) | 1.1 | | | .16 | | |
| CA & APTS.* | ( 169) | .9 | .6 | 1.5 | .08 | .05 | .12 | ( 16) | .8 | .5 | 1.0 | .11 | .04 | .12 |
| BUILDING SERVICES | ( 294) | .6 | .4 | 1.0 | .06 | .04 | .09 | ( 28) | .7 | .5 | 1.0 | .07 | .04 | .11 |
| OTHER OPERATING | ( 226) | .5 | .1 | 1.5 | .04 | .01 | .14 | ( 25) | .3 | .1 | 1.4 | .03 | .01 | .10 |
| SUBTOTAL OPERATING | ( 323) | 12.9% | 8.0% | 19.7% | 1.19 | .85 | 1.55 | ( 30) | 15.6% | 8.1% | 19.5% | 1.39 | .94 | 1.74 |
| SECURITY** | ( 184) | .5 | .1 | 2.2 | .04 | .01 | .19 | ( 20) | 1.0 | .2 | 4.1 | .10 | .03 | .33 |
| GROUNDS MAINTENANCE** | ( 312) | .8 | .4 | 1.4 | .07 | .03 | .12 | ( 28) | .8 | .5 | 1.3 | .09 | .05 | .13 |
| MAINTENANCE-REPAIRS | ( 321) | 3.4 | 2.1 | 5.5 | .31 | .20 | .47 | ( 30) | 3.3 | 1.8 | 4.3 | .30 | .19 | .40 |
| PAINTING/DECORATING** | ( 318) | 1.1 | .6 | 1.8 | .10 | .04 | .17 | ( 30) | .8 | .2 | 1.2 | .07 | .03 | .10 |
| SUBTOTAL MAINTENANCE | ( 323) | 6.4% | 4.1% | 9.8% | .59 | .37 | .89 | ( 30) | 6.7% | 4.3% | 10.0% | .62 | .43 | .93 |
| REAL ESTATE TAXES | ( 303) | 7.5 | 5.6 | 10.2 | .68 | .47 | .95 | ( 22) | 5.9 | 4.7 | 10.0 | .47 | .38 | 1.01 |
| OTHER TAX/FEE/PERMIT | ( 190) | .4 | .1 | 1.0 | .03 | .01 | .09 | ( 17) | .2 | .1 | 1.1 | .02 | .01 | .09 |
| INSURANCE | ( 323) | 2.0 | 1.3 | 3.3 | .19 | .11 | .28 | ( 30) | 2.2 | 1.4 | 3.7 | .19 | .12 | .37 |
| SUBTOTAL TAX-INSURNCE | ( 323) | 9.9% | 7.5% | 13.0% | .92 | .67 | 1.18 | ( 30) | 8.1% | 3.9% | 12.1% | .65 | .52 | 1.11 |
| RECREATNL/AMENITIES** | ( 62) | .6 | .2 | 1.3 | .05 | .02 | .12 | ( 9) | .3 | | | .03 | | |
| OTHER PAYROLL** | ( 280) | 3.7 | 1.8 | 5.6 | .31 | .16 | .50 | ( 28) | 5.9 | 3.9 | 6.6 | .54 | .40 | .69 |
| TOTAL ALL EXPENSES | ( 323) | 44.3% | 36.5% | 58.4% | 4.15 | 3.42 | 4.88 | ( 30) | 46.7% | 33.4% | 56.2% | 4.35 | 3.44 | 5.33 |
| NET OPERATING INCOME | ( 323) | 55.0% | 40.0% | 62.8% | 5.22 | 2.78 | 6.97 | ( 30) | 54.1% | 42.7% | 65.2% | 5.70 | 3.60 | 7.04 |
| PAYROLL RECAP** | ( 299) | 7.5 | 5.6 | 10.0 | .67 | .49 | .89 | ( 30) | 10.1 | 7.8 | 14.3 | .98 | .67 | 1.34 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

TOTAL U.S.A.

ELEVATOR BUILDINGS
SECT. 8 - ELDERLY/HAND.

206 BUILDINGS 24,985 APARTMENTS
16,153,002 RENTABLE SQUARE FEET

| | BLDGS. | % OF GPTI | | | $/SQ.FT. | | |
|---|---|---|---|---|---|---|---|
| | | MED | LOW | HIGH | MED | LOW | HIGH |
| INCOME | | | | | | | |
| RENTS-APARTMENTS | ( 206) | 99.3% | 98.2% | 99.6% | 10.25 | 8.72 | 11.87 |
| RENTS-GARAGE/PARKING | ( 12) | .5 | .2 | 2.3 | .05 | .01 | .14 |
| RENTS-STORES/OFFICES | ( 31) | 4.3 | 2.0 | 7.1 | .34 | .20 | .60 |
| GROSS POSSIBLE RENTS | ( 206) | 99.5% | 99.1% | 99.7% | 10.31 | 8.75 | 11.97 |
| VACANCIES/RENT LOSS | ( 193) | .7 | .1 | 1.4 | .07 | .01 | .15 |
| TOTAL RENTS COLLECTED | ( 206) | 98.5 | 97.7 | 99.4 | 10.20 | 8.70 | 11.89 |
| OTHER INCOME | ( 198) | .6 | .3 | 1.0 | .06 | .03 | .10 |
| GROSS POSSIBLE INCOME | ( 206) | 100.0% | 100.0% | 100.0% | 10.43 | 8.87 | 12.06 |
| TOTAL COLLECTIONS | ( 206) | 99.4 | 98.6 | 99.9 | 10.36 | 8.77 | 11.95 |
| EXPENSES | | | | | | | |
| MANAGEMENT FEE | ( 205) | 4.9 | 4.0 | 5.7 | .50 | .39 | .58 |
| OTHER ADMINISTRTVE.** | ( 205) | 5.5 | 4.0 | 7.3 | .55 | .39 | .73 |
| SUBTOTAL ADMINIST. | ( 206) | 10.4% | 8.4% | 12.2% | 1.07 | .81 | 1.29 |
| SUPPLIES | ( 205) | .4 | .2 | .7 | .04 | .02 | .07 |
| HEATING FUEL-CA ONLY* | ( 48) | 1.8 | 1.1 | 2.6 | .19 | .11 | .28 |
| CA & APTS.* | ( 150) | 3.4 | 2.4 | 4.8 | .37 | .23 | .50 |
| ELECTRICITY--CA ONLY* | ( 119) | 2.4 | 1.7 | 3.2 | .25 | .17 | .34 |
| CA & APTS.* | ( 83) | 5.7 | 3.6 | 7.7 | .57 | .40 | .74 |
| WATER/SEWER--CA ONLY* | ( 7) | 1.4 | | | .13 | | |
| CA & APTS.* | ( 198) | 1.3 | .9 | 1.8 | .13 | .09 | .19 |
| GAS----------CA ONLY* | ( 37) | .1 | .0 | .6 | .02 | .00 | .06 |
| CA & APTS.* | ( 100) | .8 | .6 | 1.1 | .08 | .06 | .11 |
| BUILDING SERVICES | ( 192) | .6 | .4 | .8 | .06 | .04 | .09 |
| OTHER OPERATING | ( 142) | .3 | .1 | 1.4 | .04 | .01 | .15 |
| SUBTOTAL OPERATING | ( 206) | 9.6% | 7.4% | 14.4% | 1.04 | .78 | 1.43 |
| SECURITY** | ( 111) | .3 | .1 | 1.5 | .03 | .01 | .16 |
| GROUNDS MAINTENANCE** | ( 200) | .7 | .3 | 1.3 | .07 | .03 | .13 |
| MAINTENANCE-REPAIRS | ( 205) | 2.9 | 2.0 | 4.3 | .29 | .20 | .45 |
| PAINTING/DECORATING** | ( 202) | 1.0 | .5 | 1.7 | .11 | .04 | .17 |
| SUBTOTAL MAINTENANCE | ( 206) | 5.5% | 3.6% | 8.6% | .56 | .36 | .85 |
| REAL ESTATE TAXES | ( 196) | 7.4 | 5.5 | 9.6 | .74 | .57 | .99 |
| OTHER TAX/FEE/PERMIT | ( 120) | .3 | .1 | .8 | .03 | .01 | .09 |
| INSURANCE | ( 206) | 1.8 | 1.1 | 2.6 | .18 | .10 | .27 |
| SUBTOTAL TAX-INSURNCE | ( 206) | 9.4% | 7.2% | 12.4% | 1.00 | .73 | 1.29 |
| RECREATNL/AMENITIES** | ( 37) | .6 | .2 | 1.5 | .05 | .02 | .17 |
| OTHER PAYROLL** | ( 172) | 2.5 | 1.4 | 4.4 | .26 | .14 | .48 |
| TOTAL ALL EXPENSES | ( 206) | 40.2% | 35.3% | 46.3% | 4.12 | 3.41 | 4.82 |
| NET OPERATING INCOME | ( 206) | 59.3% | 52.9% | 64.6% | 6.10 | 4.73 | 7.36 |
| PAYROLL RECAP** | ( 186) | 6.6 | 5.0 | 8.2 | .65 | .48 | .84 |

TOTAL U.S.A.

ELEVATOR BUILDINGS
SECTION 236

65 BUILDINGS 12,253 APARTMENTS
7,699,970 RENTABLE SQUARE FEET

| | BLDGS. | % OF GPTI | | | $/SQ.FT. | | |
|---|---|---|---|---|---|---|---|
| | | MED | LOW | HIGH | MED | LOW | HIGH |
| INCOME | | | | | | | |
| RENTS-APARTMENTS | ( 65) | 97.0% | 92.6% | 98.7% | 5.56 | 4.72 | 6.47 |
| RENTS-GARAGE/PARKING | ( 18) | 1.0 | .5 | 2.2 | .06 | .04 | .11 |
| RENTS-STORES/OFFICES | ( 21) | 4.5 | 1.2 | 11.9 | .20 | .07 | .80 |
| GROSS POSSIBLE RENTS | ( 65) | 98.6% | 97.3% | 99.0% | 5.83 | 5.04 | 6.85 |
| VACANCIES/RENT LOSS | ( 58) | 1.5 | .4 | 2.1 | .09 | .03 | .13 |
| TOTAL RENTS COLLECTED | ( 64) | 96.8 | 94.5 | 98.3 | 5.74 | 4.97 | 6.60 |
| OTHER INCOME | ( 65) | 1.4 | 1.0 | 2.7 | .09 | .05 | .17 |
| GROSS POSSIBLE INCOME | ( 65) | 100.0% | 100.0% | 100.0% | 5.93 | 5.09 | 6.93 |
| TOTAL COLLECTIONS | ( 65) | 98.7 | 97.9 | 99.7 | 5.82 | 5.05 | 6.73 |
| EXPENSES | | | | | | | |
| MANAGEMENT FEE | ( 64) | 6.5 | 5.7 | 7.3 | .36 | .30 | .50 |
| OTHER ADMINISTRTVE.** | ( 64) | 8.2 | 5.0 | 9.8 | .45 | .28 | .60 |
| SUBTOTAL ADMINIST. | ( 65) | 14.2% | 11.3% | 16.7% | .81 | .59 | 1.02 |
| SUPPLIES | ( 64) | .6 | .3 | 1.1 | .03 | .02 | .08 |
| HEATING FUEL-CA ONLY* | ( 4) | 6.9 | | | .09 | | |
| CA & APTS.* | ( 59) | 7.2 | 5.9 | 12.4 | .45 | .33 | .68 |
| ELECTRICITY--CA ONLY* | ( 8) | 4.0 | | | .24 | | |
| CA & APTS.* | ( 52) | 10.9 | 8.1 | 12.9 | .61 | .42 | .75 |
| WATER/SEWER--CA ONLY* | ( 1) | 5.6 | | | .27 | | |
| CA & APTS.* | ( 64) | 2.8 | 2.1 | 3.7 | .16 | .11 | .21 |
| GAS----------CA ONLY* | ( 6) | 1.9 | | | .08 | | |
| CA & APTS.* | ( 44) | 2.4 | 1.1 | 2.9 | .11 | .06 | .19 |
| BUILDING SERVICES | ( 55) | .9 | .6 | 1.4 | .06 | .04 | .09 |
| OTHER OPERATING | ( 43) | 1.0 | .1 | 1.5 | .06 | .01 | .10 |
| SUBTOTAL OPERATING | ( 65) | 26.5% | 21.3% | 29.8% | 1.55 | 1.22 | 1.75 |
| SECURITY** | ( 42) | 1.3 | .3 | 3.5 | .07 | .02 | .19 |
| GROUNDS MAINTENANCE** | ( 62) | 1.1 | .4 | 1.9 | .06 | .02 | .10 |
| MAINTENANCE-REPAIRS | ( 64) | 6.0 | 4.2 | 8.1 | .35 | .20 | .53 |
| PAINTING/DECORATING** | ( 65) | 1.6 | .9 | 2.4 | .10 | .05 | .16 |
| SUBTOTAL MAINTENANCE | ( 65) | 10.0% | 6.8% | 14.1% | .62 | .32 | .92 |
| REAL ESTATE TAXES | ( 63) | 8.8 | 6.8 | 13.0 | .54 | .41 | .83 |
| OTHER TAX/FEE/PERMIT | ( 38) | .6 | .1 | 1.0 | .03 | .00 | .05 |
| INSURANCE | ( 65) | 3.4 | 2.1 | 4.5 | .23 | .13 | .28 |
| SUBTOTAL TAX-INSURNCE | ( 65) | 13.4% | 10.1% | 16.7% | .78 | .61 | 1.07 |
| RECREATNL/AMENITIES** | ( 12) | 1.0 | .4 | 1.2 | .09 | .02 | .09 |
| OTHER PAYROLL** | ( 62) | 5.7 | 3.0 | 7.3 | .35 | .16 | .45 |
| TOTAL ALL EXPENSES | ( 65) | 71.3% | 65.5% | 75.7% | 4.30 | 3.44 | 4.94 |
| NET OPERATING INCOME | ( 65) | 26.7% | 22.7% | 34.1% | 1.58 | 1.25 | 2.02 |
| PAYROLL RECAP** | ( 61) | 10.3 | 8.2 | 11.9 | .62 | .47 | .75 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

| | TOTAL U.S.A.<br>ELEVATOR BUILDINGS<br>SECT. 8 - FAMILY<br>16 BUILDINGS 2,037 APARTMENTS<br>1,406,218 RENTABLE SQUARE FEET | | | | | | | TOTAL U.S.A.<br>ELEVATOR BUILDINGS<br>ALL ELDERLY/HANDICAPPED<br>236 BUILDINGS 28,452 APARTMENTS<br>18,099,169 RENTABLE SQUARE FEET | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
| | | MED | LOW | HIGH | MED | LOW | HIGH | | MED | LOW | HIGH | MED | LOW | HIGH |
| INCOME | | | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 16) | 98.0% | 97.6% | 99.3% | 9.22 | 8.12 | 9.96 | ( 236) | 99.3% | 98.2% | 99.6% | 10.25 | 8.62 | 11.79 |
| RENTS-GARAGE/PARKING | ( 2) | 2.5 | | | .21 | | | ( 16) | .8 | .4 | 2.2 | .07 | .04 | .14 |
| RENTS-STORES/OFFICES | ( 2) | 1.0 | | | .10 | | | ( 34) | 4.1 | 2.0 | 7.1 | .34 | .14 | .60 |
| GROSS POSSIBLE RENTS | ( 16) | 99.0% | 97.6% | 99.5% | 9.22 | 8.12 | 10.06 | ( 236) | 99.5% | 98.9% | 99.7% | 10.30 | 8.69 | 11.82 |
| VACANCIES/RENT LOSS | ( 14) | .7 | .1 | 1.6 | .07 | .01 | .17 | ( 217) | .7 | .1 | 1.4 | .06 | .01 | .15 |
| TOTAL RENTS COLLECTED | ( 16) | 97.9 | 97.0 | 98.9 | 8.83 | 7.63 | 10.05 | ( 236) | 98.5 | 97.5 | 99.4 | 10.20 | 8.55 | 11.80 |
| OTHER INCOME | ( 15) | 1.5 | .5 | 2.4 | .13 | .05 | .23 | ( 227) | .6 | .3 | 1.1 | .06 | .03 | .11 |
| GROSS POSSIBLE INCOME | ( 16) | 100.0% | 100.0% | 100.0% | 9.44 | 8.30 | 10.16 | ( 236) | 100.0% | 100.0% | 100.0% | 10.42 | 8.77 | 11.92 |
| TOTAL COLLECTIONS | ( 16) | 99.5 | 98.7 | 100.0 | 8.91 | 7.94 | 10.15 | ( 236) | 99.5 | 98.7 | 99.9 | 10.34 | 8.73 | 11.85 |
| EXPENSES | | | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 16) | 4.8 | 4.1 | 5.1 | .43 | .38 | .47 | ( 229) | 4.9 | 3.9 | 5.6 | .49 | .39 | .58 |
| OTHER ADMINISTRTVE.** | ( 16) | 6.2 | 5.5 | 6.5 | .56 | .48 | .61 | ( 235) | 5.6 | 4.0 | 7.4 | .55 | .39 | .76 |
| SUBTOTAL ADMINIST. | ( 16) | 11.0% | 9.7% | 12.0% | .95 | .90 | 1.02 | ( 236) | 10.3% | 8.3% | 12.2% | 1.06 | .79 | 1.29 |
| SUPPLIES | ( 16) | .6 | .4 | .8 | .05 | .03 | .08 | ( 234) | .4 | .2 | .7 | .04 | .02 | .07 |
| HEATING FUEL-CA ONLY* | ( 6) | 1.9 | | | .16 | | | ( 52) | 1.7 | .9 | 2.4 | .17 | .11 | .27 |
| CA & APTS.* | ( 10) | 4.9 | | | .48 | | | ( 176) | 3.4 | 2.5 | 5.2 | .37 | .23 | .52 |
| ELECTRICITY--CA ONLY* | ( 10) | 1.9 | | | .15 | | | ( 128) | 2.4 | 1.7 | 3.3 | .25 | .17 | .36 |
| CA & APTS.* | ( 6) | 5.9 | | | .62 | | | ( 101) | 5.9 | 3.6 | 8.2 | .61 | .40 | .74 |
| WATER/SEWER--CA ONLY* | ( ) | | | | | | | ( 7) | 1.4 | | | .13 | | |
| CA & APTS.* | ( 16) | 1.8 | 1.2 | 2.4 | .17 | .11 | .18 | ( 227) | 1.3 | .9 | 1.8 | .13 | .09 | .19 |
| GAS----------CA ONLY* | ( ) | | | | | | | ( 40) | .2 | .1 | .6 | .02 | .01 | .06 |
| CA & APTS.* | ( 7) | .6 | | | .06 | | | ( 116) | .8 | .5 | 1.1 | .08 | .05 | .11 |
| BUILDING SERVICES | ( 14) | .7 | .4 | 1.3 | .07 | .04 | .12 | ( 220) | .6 | .4 | .9 | .06 | .04 | .09 |
| OTHER OPERATING | ( 12) | .6 | .2 | 2.1 | .07 | .02 | .17 | ( 167) | .3 | .1 | 1.4 | .04 | .01 | .15 |
| SUBTOTAL OPERATING | ( 16) | 10.6% | 6.7% | 15.4% | .91 | .65 | 1.47 | ( 236) | 10.0% | 7.5% | 15.1% | 1.10 | .80 | 1.48 |
| SECURITY** | ( 6) | 1.2 | | | .11 | | | ( 131) | .3 | .1 | 1.6 | .03 | .01 | .18 |
| GROUNDS MAINTENANCE** | ( 16) | 1.0 | .5 | 2.1 | .09 | .04 | .20 | ( 228) | .7 | .3 | 1.3 | .07 | .03 | .13 |
| MAINTENANCE-REPAIRS | ( 16) | 4.2 | 2.6 | 5.0 | .41 | .21 | .46 | ( 235) | 2.9 | 2.0 | 4.3 | .29 | .20 | .45 |
| PAINTING/DECORATING** | ( 15) | 1.3 | 1.1 | 1.6 | .13 | .08 | .17 | ( 232) | 1.0 | .4 | 1.7 | .10 | .04 | .17 |
| SUBTOTAL MAINTENANCE | ( 16) | 8.3% | 6.1% | 9.8% | .80 | .53 | .89 | ( 236) | 5.6% | 3.7% | 8.7% | .57 | .37 | .86 |
| REAL ESTATE TAXES | ( 16) | 7.4 | 6.2 | 10.3 | .77 | .57 | .86 | ( 218) | 7.3 | 5.4 | 9.6 | .71 | .54 | .99 |
| OTHER TAX/FEE/PERMIT | ( 10) | 1.4 | | | .12 | | | ( 137) | .3 | .1 | .9 | .03 | .01 | .09 |
| INSURANCE | ( 16) | 2.2 | 1.5 | 3.5 | .20 | .13 | .32 | ( 236) | 1.8 | 1.1 | 2.7 | .18 | .10 | .28 |
| SUBTOTAL TAX-INSURNCE | ( 16) | 10.7% | 9.9% | 12.0% | 1.05 | .86 | 1.15 | ( 236) | 9.3% | 7.1% | 12.4% | .96 | .68 | 1.27 |
| RECREATNL/AMENITIES** | ( 4) | 1.2 | | | .08 | | | ( 46) | .5 | .2 | 1.5 | .05 | .02 | .15 |
| OTHER PAYROLL** | ( 13) | 4.4 | 2.2 | 5.2 | .36 | .22 | .42 | ( 200) | 3.3 | 1.7 | 4.8 | .29 | .16 | .53 |
| TOTAL ALL EXPENSES | ( 16) | 48.0% | 37.3% | 53.1% | 4.32 | 3.96 | 4.75 | ( 236) | 40.4% | 35.0% | 47.2% | 4.12 | 3.41 | 4.84 |
| NET OPERATING INCOME | ( 16) | 58.0% | 43.4% | 61.7% | 5.18 | 4.05 | 6.08 | ( 236) | 58.9% | 52.1% | 64.7% | 6.07 | 4.63 | 7.32 |
| PAYROLL RECAP** | ( 16) | 7.8 | 5.7 | 8.3 | .67 | .49 | .89 | ( 216) | 6.8 | 5.2 | 8.6 | .69 | .51 | .90 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

| | TOTAL U.S.A.<br>ELEVATOR BUILDINGS<br>ALL FAMILY/NONELDERLY | | | | | | | TOTAL U.S.A.<br>LOW RISE BUILDINGS | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | 87 BUILDINGS 14,985 APARTMENTS<br>9,437,667 RENTABLE SQUARE FEET | | | | | | | 328 BUILDINGS 26,341 APARTMENTS<br>19,293,761 RENTABLE SQUARE FEET | | | | | | |
| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
| | | MED | LOW | HIGH | MED | LOW | HIGH | | MED | LOW | HIGH | MED | LOW | HIGH |
| INCOME | | | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 87) | 97.6% | 94.2% | 98.8% | 6.23 | 5.28 | 7.75 | ( 327) | 98.7% | 97.5% | 99.4% | 6.89 | 4.93 | 8.91 |
| RENTS-GARAGE/PARKING | ( 20) | 1.1 | .7 | 2.2 | .06 | .04 | .11 | ( 18) | 1.8 | .4 | 3.7 | .12 | .03 | .19 |
| RENTS-STORES/OFFICES | ( 25) | 3.2 | .9 | 11.2 | .16 | .06 | .71 | ( 10) | .8 | | | .05 | | |
| GROSS POSSIBLE RENTS | ( 87) | 98.6% | 97.6% | 99.1% | 6.29 | 5.31 | 7.83 | ( 328) | 98.8% | 97.7% | 99.4% | 6.94 | 4.99 | 8.99 |
| VACANCIES/RENT LOSS | ( 77) | 1.3 | .3 | 2.1 | .08 | .02 | .13 | ( 279) | .8 | .3 | 2.2 | .05 | .02 | .15 |
| TOTAL RENTS COLLECTED | ( 86) | 97.3 | 95.3 | 98.5 | 6.25 | 5.23 | 7.63 | ( 328) | 97.6 | 96.0 | 98.7 | 6.89 | 4.88 | 8.89 |
| OTHER INCOME | ( 86) | 1.5 | .9 | 2.4 | .10 | .06 | .18 | ( 312) | 1.3 | .7 | 2.3 | .08 | .05 | .15 |
| GROSS POSSIBLE INCOME | ( 87) | 100.0% | 100.0% | 100.0% | 6.56 | 5.48 | 7.96 | ( 328) | 100.0% | 100.0% | 100.0% | 7.03 | 5.14 | 9.06 |
| TOTAL COLLECTIONS | ( 87) | 98.9 | 98.0 | 99.9 | 6.46 | 5.36 | 7.77 | ( 328) | 99.4 | 98.1 | 99.9 | 7.01 | 4.97 | 8.99 |
| EXPENSES | | | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 86) | 6.2 | 5.0 | 7.2 | .38 | .31 | .49 | ( 323) | 5.7 | 4.6 | 6.5 | .39 | .29 | .50 |
| OTHER ADMINISTRTVE.** | ( 86) | 7.5 | 5.5 | 9.6 | .47 | .34 | .62 | ( 323) | 6.2 | 4.3 | 8.7 | .43 | .28 | .59 |
| SUBTOTAL ADMINIST. | ( 87) | 13.1% | 10.5% | 15.9% | .89 | .71 | 1.04 | ( 327) | 12.0% | 9.5% | 14.4% | .81 | .63 | 1.07 |
| SUPPLIES | ( 86) | .6 | .3 | 1.0 | .04 | .02 | .07 | ( 288) | .3 | .1 | .6 | .02 | .01 | .04 |
| HEATING FUEL-CA ONLY* | ( 13) | 1.9 | 1.4 | 2.3 | .16 | .11 | .21 | ( 106) | .8 | .4 | 1.5 | .06 | .02 | .11 |
| CA & APTS.* | ( 72) | 7.1 | 5.0 | 10.6 | .45 | .33 | .62 | ( 182) | 4.3 | 3.0 | 7.1 | .33 | .22 | .47 |
| ELECTRICITY--CA ONLY* | ( 21) | 2.7 | 1.5 | 3.8 | .18 | .13 | .25 | ( 191) | 1.8 | 1.0 | 2.7 | .11 | .06 | .22 |
| CA & APTS.* | ( 61) | 10.3 | 7.2 | 12.4 | .61 | .42 | .75 | ( 133) | 6.5 | 4.5 | 8.5 | .45 | .33 | .64 |
| WATER/SEWER--CA ONLY* | ( 1) | 5.6 | | | .27 | | | ( 14) | .5 | .4 | 2.4 | .05 | .02 | .13 |
| CA & APTS.* | ( 86) | 2.5 | 1.7 | 3.4 | .16 | .11 | .20 | ( 312) | 2.2 | 1.4 | 3.8 | .16 | .12 | .22 |
| GAS----------CA ONLY* | ( 9) | .8 | | | .06 | | | ( 88) | .3 | .1 | .7 | .02 | .01 | .05 |
| CA & APTS.* | ( 53) | 1.9 | .9 | 2.8 | .10 | .05 | .19 | ( 116) | 1.6 | .9 | 3.2 | .13 | .07 | .18 |
| BUILDING SERVICES | ( 74) | .9 | .6 | 1.4 | .06 | .04 | .09 | ( 260) | .9 | .6 | 1.6 | .07 | .04 | .10 |
| OTHER OPERATING | ( 59) | .8 | .1 | 1.5 | .05 | .01 | .13 | ( 200) | .5 | .2 | 1.1 | .03 | .01 | .08 |
| SUBTOTAL OPERATING | ( 87) | 23.8% | 16.1% | 29.0% | 1.47 | 1.10 | 1.74 | ( 328) | 11.3% | 7.1% | 16.9% | .78 | .50 | 1.19 |
| SECURITY** | ( 53) | 1.2 | .3 | 3.5 | .10 | .02 | .24 | ( 108) | .4 | .2 | 1.0 | .03 | .01 | .07 |
| GROUNDS MAINTENANCE** | ( 84) | .9 | .4 | 1.9 | .06 | .03 | .10 | ( 308) | 1.5 | .7 | 2.5 | .10 | .05 | .16 |
| MAINTENANCE-REPAIRS | ( 86) | 5.4 | 3.4 | 7.4 | .36 | .19 | .51 | ( 327) | 3.8 | 2.2 | 6.1 | .26 | .16 | .41 |
| PAINTING/DECORATING** | ( 86) | 1.4 | .9 | 2.2 | .11 | .05 | .16 | ( 308) | 1.0 | .5 | 2.3 | .07 | .03 | .15 |
| SUBTOTAL MAINTENANCE | ( 87) | 9.4% | 6.1% | 13.0% | .64 | .38 | .92 | ( 328) | 6.9% | 4.4% | 11.0% | .47 | .33 | .73 |
| REAL ESTATE TAXES | ( 85) | 8.3 | 6.8 | 11.9 | .57 | .41 | .83 | ( 316) | 6.8 | 4.8 | 9.3 | .43 | .28 | .73 |
| OTHER TAX/FEE/PERMIT | ( 53) | .6 | .1 | 1.2 | .04 | .01 | .07 | ( 165) | .3 | .1 | 1.0 | .02 | .01 | .06 |
| INSURANCE | ( 87) | 3.3 | 1.9 | 4.2 | .23 | .13 | .28 | ( 325) | 2.5 | 1.6 | 4.3 | .17 | .12 | .27 |
| SUBTOTAL TAX-INSURNCE | ( 87) | 12.1% | 9.8% | 15.3% | .82 | .63 | 1.11 | ( 328) | 10.1% | 7.7% | 13.0% | .69 | .47 | .94 |
| RECREATNL/AMENITIES** | ( 16) | 1.0 | .1 | 1.2 | .08 | .01 | .09 | ( 45) | .3 | .1 | 1.1 | .02 | .01 | .11 |
| OTHER PAYROLL** | ( 80) | 5.2 | 2.6 | 7.0 | .35 | .19 | .44 | ( 249) | 4.2 | 2.4 | 7.3 | .31 | .20 | .46 |
| TOTAL ALL EXPENSES | ( 87) | 67.4% | 56.5% | 74.3% | 4.26 | 3.48 | 4.89 | ( 328) | 43.7% | 36.2% | 61.7% | 3.26 | 2.50 | 4.04 |
| NET OPERATING INCOME | ( 87) | 28.9% | 23.4% | 40.6% | 1.85 | 1.30 | 2.73 | ( 328) | 55.0% | 33.7% | 63.2% | 3.87 | 1.72 | 5.47 |
| PAYROLL RECAP** | ( 83) | 9.7 | 7.6 | 11.9 | .63 | .48 | .75 | ( 296) | 7.9 | 5.4 | 11.7 | .60 | .42 | .76 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

| | TOTAL U.S.A.<br>LOW RISE BUILDINGS<br>SECTION 202<br>19 BUILDINGS 1,331 APARTMENTS<br>843,432 RENTABLE SQUARE FEET | | | | | | | TOTAL U.S.A.<br>LOW RISE BUILDINGS<br>SECT. 8 - ELDERLY/HAND.<br>114 BUILDINGS 8,859 APARTMENTS<br>5,550,868 RENTABLE SQUARE FEET | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
| | | MED | LOW | HIGH | MED | LOW | HIGH | | MED | LOW | HIGH | MED | LOW | HIGH |
| INCOME | | | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 18) | 99.1% | 97.0% | 99.6% | 8.06 | 7.24 | 8.84 | ( 114) | 99.1% | 98.0% | 99.5% | 8.75 | 7.45 | 11.26 |
| RENTS-GARAGE/PARKING | ( 2) | 98.5 | | | 10.00 | | | ( 2) | .2 | | | .01 | | |
| RENTS-STORES/OFFICES | ( 1) | .3 | | | .02 | | | ( 2) | 4.7 | | | .42 | | |
| GROSS POSSIBLE RENTS | ( 19) | 99.0% | 97.0% | 99.4% | 8.22 | 7.24 | 9.49 | ( 114) | 99.1% | 98.1% | 99.6% | 8.76 | 7.45 | 11.26 |
| VACANCIES/RENT LOSS | ( 14) | .5 | .1 | 2.0 | .05 | .01 | .11 | ( 96) | .5 | .1 | 1.1 | .04 | .01 | .10 |
| TOTAL RENTS COLLECTED | ( 19) | 98.1 | 96.2 | 99.0 | 8.22 | 7.24 | 9.48 | ( 114) | 98.4 | 96.6 | 99.2 | 8.76 | 7.45 | 11.23 |
| OTHER INCOME | ( 17) | 1.1 | .6 | 3.0 | .11 | .07 | .20 | ( 110) | 1.0 | .5 | 2.0 | .08 | .05 | .15 |
| GROSS POSSIBLE INCOME | ( 19) | 100.0% | 100.0% | 100.0% | 8.29 | 7.47 | 9.53 | ( 114) | 100.0% | 100.0% | 100.0% | 8.97 | 7.51 | 11.43 |
| TOTAL COLLECTIONS | ( 19) | 99.8 | 98.3 | 100.0 | 8.29 | 7.47 | 9.53 | ( 114) | 99.7 | 99.0 | 100.0 | 8.94 | 7.50 | 11.38 |
| EXPENSES | | | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 19) | 5.6 | 4.1 | 6.0 | .45 | .36 | .54 | ( 111) | 5.1 | 4.1 | 5.9 | .47 | .39 | .55 |
| OTHER ADMINISTRTVE.** | ( 19) | 5.6 | 3.5 | 6.3 | .46 | .22 | .58 | ( 110) | 6.0 | 4.0 | 8.9 | .54 | .38 | .77 |
| SUBTOTAL ADMINIST. | ( 19) | 10.7% | 9.5% | 12.0% | .90 | .79 | .96 | ( 113) | 10.9% | 8.9% | 13.6% | 1.01 | .75 | 1.24 |
| SUPPLIES | ( 16) | .2 | .1 | .4 | .02 | .01 | .04 | ( 111) | .3 | .2 | .5 | .03 | .01 | .05 |
| HEATING FUEL-CA ONLY* | ( 4) | 1.4 | | | .10 | | | ( 33) | 1.3 | .8 | 2.5 | .11 | .07 | .18 |
| CA & APTS.* | ( 12) | 2.9 | 2.1 | 4.1 | .23 | .20 | .25 | ( 74) | 3.3 | 2.5 | 4.6 | .31 | .21 | .45 |
| ELECTRICITY--CA ONLY* | ( 11) | 2.9 | 1.7 | 3.3 | .16 | .11 | .31 | ( 53) | 2.2 | 1.7 | 2.9 | .22 | .13 | .30 |
| CA & APTS.* | ( 8) | 6.8 | | | .64 | | | ( 57) | 5.6 | 3.7 | 7.2 | .53 | .41 | .66 |
| WATER/SEWER--CA ONLY* | ( 1) | 2.1 | | | .14 | | | ( 2) | .4 | | | .05 | | |
| CA & APTS.* | ( 18) | 1.5 | 1.1 | 2.8 | .14 | .10 | .19 | ( 112) | 1.5 | 1.0 | 2.0 | .13 | .08 | .19 |
| GAS----------CA ONLY* | ( 9) | 1.3 | | | .10 | | | ( 17) | .3 | .1 | .5 | .02 | .01 | .04 |
| CA & APTS.* | ( 5) | .3 | | | .03 | | | ( 46) | 1.0 | .7 | 1.5 | .10 | .07 | .14 |
| BUILDING SERVICES | ( 15) | .6 | .5 | .8 | .06 | .04 | .07 | ( 98) | .6 | .4 | 1.0 | .06 | .04 | .10 |
| OTHER OPERATING | ( 12) | .2 | .1 | .3 | .01 | .01 | .02 | ( 76) | .4 | .1 | .9 | .03 | .01 | .07 |
| SUBTOTAL OPERATING | ( 19) | 10.4% | 8.1% | 12.5% | .91 | .62 | 1.14 | ( 114) | 10.2% | 7.1% | 13.1% | 1.02 | .60 | 1.30 |
| SECURITY** | ( 6) | .4 | | | .03 | | | ( 34) | .3 | .1 | .8 | .03 | .01 | .07 |
| GROUNDS MAINTENANCE** | ( 17) | .8 | .4 | 1.2 | .07 | .04 | .12 | ( 108) | 1.1 | .6 | 2.0 | .09 | .06 | .17 |
| MAINTENANCE-REPAIRS | ( 19) | 2.4 | 1.3 | 3.3 | .22 | .14 | .30 | ( 114) | 3.1 | 1.8 | 4.7 | .27 | .17 | .42 |
| PAINTING/DECORATING** | ( 18) | .4 | .2 | 1.4 | .04 | .02 | .08 | ( 109) | .7 | .3 | 1.3 | .06 | .03 | .13 |
| SUBTOTAL MAINTENANCE | ( 19) | 3.8% | 3.0% | 7.2% | .37 | .21 | .56 | ( 114) | 5.4% | 3.5% | 8.1% | .45 | .35 | .74 |
| REAL ESTATE TAXES | ( 15) | 7.5 | 4.7 | 8.8 | .48 | .30 | .73 | ( 108) | 7.3 | 5.0 | 9.6 | .64 | .40 | .94 |
| OTHER TAX/FEE/PERMIT | ( 9) | .4 | | | .03 | | | ( 46) | .5 | .1 | 1.1 | .04 | .01 | .10 |
| INSURANCE | ( 19) | 2.0 | 1.4 | 2.5 | .16 | .11 | .19 | ( 114) | 2.0 | 1.4 | 3.1 | .18 | .12 | .27 |
| SUBTOTAL TAX-INSURNCE | ( 19) | 8.0% | 5.0% | 10.9% | .71 | .40 | .88 | ( 114) | 9.8% | 7.1% | 11.9% | .86 | .65 | 1.16 |
| RECREATNL/AMENITIES** | ( 3) | .4 | | | .04 | | | ( 21) | .3 | .1 | .8 | .02 | .01 | .11 |
| OTHER PAYROLL** | ( 17) | 3.9 | 2.3 | 5.7 | .32 | .25 | .45 | ( 89) | 3.1 | 2.2 | 4.7 | .29 | .20 | .45 |
| TOTAL ALL EXPENSES | ( 19) | 38.7% | 35.9% | 46.7% | 3.36 | 2.31 | 4.17 | ( 114) | 40.0% | 34.6% | 46.3% | 3.69 | 3.12 | 4.48 |
| NET OPERATING INCOME | ( 19) | 60.5% | 51.8% | 63.2% | 5.31 | 4.13 | 5.98 | ( 114) | 59.1% | 53.6% | 64.9% | 5.29 | 4.16 | 7.07 |
| PAYROLL RECAP** | ( 17) | 9.2 | 7.2 | 11.4 | .72 | .52 | .88 | ( 106) | 6.8 | 5.2 | 9.0 | .64 | .51 | .84 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix. Copyright © 1987, Institute of Real Estate Management.

TOTAL U.S.A.

LOW RISE BUILDINGS
SECTION 221(D)3

41 BUILDINGS 3,077 APARTMENTS
2,300,155 RENTABLE SQUARE FEET

|  | BLDGS. | % OF GPTI |  |  | $/SQ.FT. |  |  |
|---|---|---|---|---|---|---|---|
|  |  | MED | LOW | HIGH | MED | LOW | HIGH |
| INCOME |  |  |  |  |  |  |  |
| RENTS-APARTMENTS | ( 41) | 98.6% | 97.3% | 99.1% | 5.96 | 4.59 | 7.41 |
| RENTS-GARAGE/PARKING | ( 2) | 2.3 |  |  | .15 |  |  |
| RENTS-STORES/OFFICES | ( 3) | .2 |  |  | .02 |  |  |
| GROSS POSSIBLE RENTS | ( 41) | 98.6% | 97.4% | 99.2% | 5.98 | 4.59 | 7.41 |
| VACANCIES/RENT LOSS | ( 37) | 1.6 | .8 | 2.3 | .08 | .05 | .16 |
| TOTAL RENTS COLLECTED | ( 41) | 96.7 | 95.4 | 97.8 | 5.90 | 4.58 | 7.26 |
| OTHER INCOME | ( 40) | 1.4 | .9 | 2.6 | .09 | .06 | .15 |
| GROSS POSSIBLE INCOME | ( 41) | 100.0% | 100.0% | 100.0% | 6.11 | 4.70 | 7.44 |
| TOTAL COLLECTIONS | ( 41) | 98.6 | 97.8 | 99.4 | 6.03 | 4.69 | 7.29 |
| EXPENSES |  |  |  |  |  |  |  |
| MANAGEMENT FEE | ( 40) | 6.0 | 5.3 | 6.5 | .35 | .30 | .44 |
| OTHER ADMINISTRTVE.** | ( 41) | 6.0 | 4.5 | 8.1 | .39 | .24 | .49 |
| SUBTOTAL ADMINIST. | ( 41) | 11.7% | 10.1% | 13.4% | .75 | .56 | .91 |
| SUPPLIES | ( 35) | .5 | .3 | .6 | .03 | .02 | .05 |
| HEATING FUEL-CA ONLY* | ( 5) | .5 |  |  | .02 |  |  |
| CA & APTS.* | ( 33) | 6.9 | 3.8 | 9.5 | .43 | .22 | .55 |
| ELECTRICITY--CA ONLY* | ( 14) | 1.3 | .6 | 2.7 | .07 | .05 | .12 |
| CA & APTS.* | ( 27) | 7.8 | 6.7 | 10.2 | .42 | .32 | .74 |
| WATER/SEWER--CA ONLY* | ( 2) | .4 |  |  | .02 |  |  |
| CA & APTS.* | ( 39) | 3.4 | 2.2 | 4.3 | .23 | .13 | .29 |
| GAS----------CA ONLY* | ( 5) | .5 |  |  | .19 |  |  |
| CA & APTS.* | ( 24) | 3.2 | 2.2 | 3.8 | .19 | .14 | .21 |
| BUILDING SERVICES | ( 28) | 1.5 | .9 | 2.0 | .07 | .06 | .11 |
| OTHER OPERATING | ( 25) | .4 | .3 | .6 | .03 | .01 | .04 |
| SUBTOTAL OPERATING | ( 41) | 20.2% | 13.5% | 25.2% | 1.10 | .78 | 1.74 |
| SECURITY** | ( 16) | .6 | .2 | 2.1 | .04 | .01 | .07 |
| GROUNDS MAINTENANCE** | ( 32) | 2.2 | .9 | 2.8 | .12 | .04 | .16 |
| MAINTENANCE-REPAIRS | ( 40) | 6.7 | 4.6 | 10.6 | .37 | .24 | .71 |
| PAINTING/DECORATING** | ( 38) | 2.1 | 1.0 | 5.2 | .13 | .07 | .36 |
| SUBTOTAL MAINTENANCE | ( 41) | 12.6% | 8.0% | 16.9% | .72 | .45 | .98 |
| REAL ESTATE TAXES | ( 40) | 2.9 | 1.5 | 6.6 | .17 | .10 | .34 |
| OTHER TAX/FEE/PERMIT | ( 28) | .3 | .1 | .4 | .02 | .01 | .02 |
| INSURANCE | ( 41) | 5.2 | 2.8 | 7.0 | .27 | .17 | .47 |
| SUBTOTAL TAX-INSURNCE | ( 41) | 9.2% | 7.4% | 11.2% | .57 | .43 | .75 |
| RECREATNL/AMENITIES** | ( 2) | 2.2 |  |  | .21 |  |  |
| OTHER PAYROLL** | ( 25) | 10.8 | 2.7 | 14.1 | .39 | .21 | .66 |
| TOTAL ALL EXPENSES | ( 41) | 68.0% | 45.6% | 71.5% | 3.41 | 2.84 | 4.54 |
| NET OPERATING INCOME | ( 41) | 29.4% | 25.3% | 53.5% | 1.73 | 1.31 | 3.41 |
| PAYROLL RECAP** | ( 38) | 6.2 | 3.8 | 14.0 | .46 | .29 | .64 |

TOTAL U.S.A.

LOW RISE BUILDINGS
SECTION 236

48 BUILDINGS 4,861 APARTMENTS
4,029,961 RENTABLE SQUARE FEET

|  | BLDGS. | % OF GPTI |  |  | $/SQ.FT. |  |  |
|---|---|---|---|---|---|---|---|
|  |  | MED | LOW | HIGH | MED | LOW | HIGH |
| INCOME |  |  |  |  |  |  |  |
| RENTS-APARTMENTS | ( 48) | 98.0% | 96.6% | 98.9% | 4.20 | 3.44 | 5.14 |
| RENTS-GARAGE/PARKING | ( 2) | 4.0 |  |  | .19 |  |  |
| RENTS-STORES/OFFICES | ( 3) | .8 |  |  | .05 |  |  |
| GROSS POSSIBLE RENTS | ( 48) | 98.5% | 96.6% | 98.9% | 4.21 | 3.44 | 5.14 |
| VACANCIES/RENT LOSS | ( 42) | 1.6 | .6 | 3.1 | .08 | .03 | .15 |
| TOTAL RENTS COLLECTED | ( 48) | 96.7 | 94.0 | 97.9 | 4.15 | 3.36 | 5.08 |
| OTHER INCOME | ( 44) | 2.0 | 1.2 | 3.4 | .09 | .05 | .14 |
| GROSS POSSIBLE INCOME | ( 48) | 100.0% | 100.0% | 100.0% | 4.35 | 3.52 | 5.17 |
| TOTAL COLLECTIONS | ( 48) | 98.8 | 97.2 | 99.6 | 4.25 | 3.43 | 5.17 |
| EXPENSES |  |  |  |  |  |  |  |
| MANAGEMENT FEE | ( 48) | 6.8 | 5.4 | 8.2 | .29 | .24 | .39 |
| OTHER ADMINISTRTVE.** | ( 48) | 8.8 | 6.2 | 11.3 | .38 | .26 | .53 |
| SUBTOTAL ADMINIST. | ( 48) | 15.8% | 13.6% | 18.0% | .69 | .52 | .85 |
| SUPPLIES | ( 42) | .3 | .1 | .6 | .01 | .01 | .03 |
| HEATING FUEL-CA ONLY* | ( 13) | .5 | .2 | .8 | .02 | .01 | .03 |
| CA & APTS.* | ( 30) | 9.1 | 6.6 | 11.2 | .40 | .29 | .61 |
| ELECTRICITY--CA ONLY* | ( 28) | 2.0 | 1.4 | 3.1 | .08 | .06 | .13 |
| CA & APTS.* | ( 20) | 8.7 | 6.5 | 10.9 | .42 | .32 | .50 |
| WATER/SEWER--CA ONLY* | ( 1) | 1.3 |  |  | .09 |  |  |
| CA & APTS.* | ( 47) | 4.0 | 2.6 | 5.4 | .16 | .13 | .23 |
| GAS----------CA ONLY* | ( 15) | .3 | .1 | .6 | .01 | .01 | .02 |
| CA & APTS.* | ( 20) | 2.7 | 1.3 | 3.9 | .15 | .07 | .17 |
| BUILDING SERVICES | ( 37) | 1.4 | 1.0 | 2.1 | .07 | .03 | .13 |
| OTHER OPERATING | ( 22) | 1.2 | .5 | 2.4 | .05 | .02 | .09 |
| SUBTOTAL OPERATING | ( 48) | 17.7% | 13.7% | 24.0% | .84 | .58 | 1.14 |
| SECURITY** | ( 24) | .6 | .1 | 1.1 | .03 | .01 | .05 |
| GROUNDS MAINTENANCE** | ( 47) | 2.5 | 1.4 | 4.2 | .12 | .05 | .21 |
| MAINTENANCE-REPAIRS | ( 48) | 5.5 | 3.8 | 9.3 | .24 | .16 | .41 |
| PAINTING/DECORATING** | ( 47) | 1.8 | .9 | 3.1 | .09 | .03 | .15 |
| SUBTOTAL MAINTENANCE | ( 48) | 11.0% | 7.8% | 18.1% | .50 | .33 | .80 |
| REAL ESTATE TAXES | ( 48) | 9.1 | 6.6 | 11.0 | .36 | .26 | .55 |
| OTHER TAX/FEE/PERMIT | ( 29) | .8 | .3 | 1.7 | .04 | .02 | .11 |
| INSURANCE | ( 47) | 3.8 | 2.6 | 5.7 | .18 | .11 | .26 |
| SUBTOTAL TAX-INSURNCE | ( 48) | 14.3% | 11.9% | 16.4% | .56 | .44 | .78 |
| RECREATNL/AMENITIES** | ( 6) | .4 |  |  | .02 |  |  |
| OTHER PAYROLL** | ( 39) | 8.3 | 4.2 | 10.2 | .32 | .18 | .46 |
| TOTAL ALL EXPENSES | ( 48) | 70.3% | 62.3% | 78.6% | 3.15 | 2.33 | 3.76 |
| NET OPERATING INCOME | ( 48) | 26.0% | 21.1% | [illegible] | 1.07 | .87 | 1.54 |
| PAYROLL RECAP** | ( 42) | 13.6 | 9.7 | 16.2 | .60 | .39 | .69 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

## MEDIAN INCOME AND OPERATING COSTS

| | TOTAL U.S.A.<br>LOW RISE BUILDINGS<br>SECT. 8 - FAMILY | | | | | | | TOTAL U.S.A.<br>LOW RISE BUILDINGS<br>ALL ELDERLY/HANDICAPPED | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | 106 BUILDINGS 8,213 APARTMENTS<br>6,569,345 RENTABLE SQUARE FEET | | | | | | | 133 BUILDINGS 10,190 APARTMENTS<br>6,394,300 RENTABLE SQUARE FEET | | | | | | |
| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
| | | MED | LOW | HIGH | MED | LOW | HIGH | | MED | LOW | HIGH | MED | LOW | HIGH |
| INCOME | | | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 106) | 98.7% | 97.5% | 99.2% | 6.12 | 4.91 | 7.92 | ( 132) | 99.1% | 98.0% | 99.5% | 8.69 | 7.33 | 11.01 |
| RENTS-GARAGE/PARKING | ( 10) | 2.6 | | | .12 | | | ( 4) | .4 | | | .03 | | |
| RENTS-STORES/OFFICES | ( 1) | .2 | | | .02 | | | ( 3) | .8 | | | .08 | | |
| GROSS POSSIBLE RENTS | ( 106) | 98.8% | 97.8% | 99.3% | 6.23 | 4.91 | 7.93 | ( 133) | 99.1% | 98.1% | 99.6% | 8.74 | 7.33 | 10.95 |
| VACANCIES RENT LOSS | ( 90) | .8 | .3 | 3.5 | .05 | .02 | .22 | ( 110) | .5 | .1 | 1.3 | .04 | .01 | .11 |
| TOTAL RENTS COLLECTED | ( 106) | 97.7 | 95.9 | 98.6 | 6.03 | 4.86 | 7.74 | ( 133) | 98.4 | 96.6 | 99.2 | 8.68 | 7.32 | 10.84 |
| OTHER INCOME | ( 101) | 1.3 | .8 | 2.2 | .08 | .05 | .15 | ( 127) | 1.0 | .5 | 2.0 | .08 | .05 | .16 |
| GROSS POSSIBLE INCOME | ( 106) | 100.0% | 100.0% | 100.0% | 6.37 | 5.06 | 8.02 | ( 133) | 100.0% | 100.0% | 100.0% | 8.86 | 7.51 | 11.12 |
| TOTAL COLLECTIONS | ( 106) | 99.4 | 98.0 | 99.9 | 6.13 | 4.90 | 7.98 | ( 133) | 99.7 | 98.9 | 100.0 | 8.74 | 7.49 | 11.04 |
| EXPENSES | | | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 105) | 5.8 | 4.9 | 6.5 | .36 | .28 | .46 | ( 130) | 5.1 | 4.1 | 6.0 | .47 | .39 | .55 |
| OTHER ADMINISTRTVE.** | ( 105) | 6.2 | 4.0 | 8.0 | .39 | .27 | .53 | ( 129) | 5.9 | 4.0 | 8.6 | .53 | .33 | .73 |
| SUBTOTAL ADMINIST. | ( 106) | 12.0% | 9.2% | 13.9% | .73 | .59 | .99 | ( 132) | 10.9% | 8.9% | 13.3% | .96 | .75 | 1.20 |
| SUPPLIES | ( 84) | .2 | .1 | .5 | .01 | .01 | .03 | ( 127) | .3 | .2 | .5 | .02 | .01 | .05 |
| HEATING FUEL-CA ONLY* | ( 51) | .6 | .3 | 1.2 | .04 | .02 | .07 | ( 37) | 1.3 | .8 | 2.2 | .11 | .07 | .17 |
| CA & APTS.* | ( 33) | 4.4 | 3.4 | 5.4 | .29 | .18 | .38 | ( 86) | 3.2 | 2.5 | 4.6 | .29 | .21 | .44 |
| ELECTRICITY--CA ONLY* | ( 85) | 1.2 | .6 | 2.0 | .08 | .04 | .12 | ( 64) | 2.2 | 1.7 | 3.2 | .21 | .13 | .31 |
| CA & APTS.* | ( 21) | 6.0 | 4.1 | 7.8 | .38 | .27 | .45 | ( 65) | 5.8 | 4.0 | 7.2 | .55 | .41 | .68 |
| WATER/SEWER--CA ONLY* | ( 8) | 2.4 | | | .12 | | | ( 3) | .4 | | | .05 | | |
| CA & APTS.* | ( 96) | 2.9 | 1.9 | 3.9 | .19 | .14 | .24 | ( 130) | 1.5 | 1.0 | 2.0 | .13 | .09 | .19 |
| GAS----------CA ONLY* | ( 42) | .3 | .1 | .4 | .02 | .01 | .04 | ( 26) | .3 | .1 | .8 | .03 | .01 | .08 |
| CA & APTS.* | ( 21) | 2.5 | 1.6 | 3.8 | .15 | .13 | .19 | ( 51) | .9 | .6 | 1.3 | .09 | .06 | .13 |
| BUILDING SERVICES | ( 82) | 1.1 | .7 | 1.7 | .07 | .05 | .10 | ( 113) | .6 | .4 | 1.0 | .06 | .04 | .10 |
| OTHER OPERATING | ( 65) | .6 | .2 | 1.1 | .04 | .01 | .08 | ( 88) | .3 | .1 | .8 | .02 | .01 | .07 |
| SUBTOTAL OPERATING | ( 106) | 8.2% | 5.6% | 13.7% | .51 | .40 | .88 | ( 133) | 10.2% | 7.2% | 13.1% | .95 | .60 | 1.27 |
| SECURITY** | ( 28) | .4 | .2 | 1.3 | .02 | .01 | .09 | ( 40) | .3 | .1 | .8 | .03 | .01 | .06 |
| GROUNDS MAINTENANCE** | ( 104) | 1.5 | 1.0 | 2.3 | .10 | .05 | .15 | ( 125) | 1.1 | .6 | 1.7 | .09 | .05 | .17 |
| MAINTENANCE-REPAIRS | ( 106) | 3.1 | 1.9 | 5.6 | .25 | .13 | .34 | ( 133) | 3.0 | 1.8 | 4.6 | .26 | .17 | .41 |
| PAINTING/DECORATING** | ( 96) | 1.1 | .5 | 2.0 | .06 | .03 | .13 | ( 127) | .7 | .3 | 1.3 | .06 | .03 | .12 |
| SUBTOTAL MAINTENANCE | ( 106) | 6.3% | 4.2% | 9.9% | .44 | .29 | .61 | ( 133) | 5.2% | 3.4% | 8.1% | .43 | .33 | .70 |
| REAL ESTATE TAXES | ( 105) | 6.4 | 5.1 | 8.7 | .41 | .29 | .58 | ( 123) | 7.3 | 5.0 | 9.0 | .64 | .40 | .93 |
| OTHER TAX/FEE/PERMIT | ( 53) | .3 | .1 | .9 | .02 | .01 | .06 | ( 55) | .4 | .1 | 1.1 | .04 | .01 | .10 |
| INSURANCE | ( 104) | 2.3 | 1.7 | 3.6 | .15 | .11 | .24 | ( 133) | 2.0 | 1.4 | 3.1 | .18 | .12 | .27 |
| SUBTOTAL TAX-INSURNCE | ( 106) | 9.6% | 7.7% | 11.8% | .62 | .45 | .85 | ( 133) | 9.6% | 6.9% | 11.7% | .85 | .58 | 1.10 |
| RECREATNL/AMENITIES** | ( 13) | .5 | .1 | 1.1 | .04 | .01 | .09 | ( 24) | .3 | .1 | .8 | .02 | .01 | .11 |
| OTHER PAYROLL** | ( 79) | 4.6 | 3.4 | 6.6 | .31 | .23 | .38 | ( 106) | 3.2 | 2.2 | 5.2 | .29 | .20 | .45 |
| TOTAL ALL EXPENSES | ( 106) | 41.5% | 34.6% | 50.2% | 2.89 | 2.20 | 3.46 | ( 133) | 39.9% | 34.9% | 46.7% | 3.59 | 2.96 | 4.34 |
| NET OPERATING INCOME | ( 106) | 57.0% | 47.6% | 64.2% | 3.55 | 2.26 | 5.01 | ( 133) | 59.4% | 52.8% | 64.5% | 5.29 | 4.13 | 6.73 |
| PAYROLL RECAP** | ( 93) | 8.4 | 6.4 | 11.8 | .56 | .42 | .73 | ( 123) | 7.0 | 5.2 | 9.4 | .65 | .52 | .84 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

**NATIONAL REPORTS**
**U.S.A.**

## MEDIAN INCOME AND OPERATING COSTS

**BY BUILDING TYPE AND SUBSIDY TYPE**

TOTAL U.S.A.

LOW RISE BUILDINGS
ALL FAMILY/NONELDERLY

195 BUILDINGS 16,151 APARTMENTS
12,899,461 RENTABLE SQUARE FEET

| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
|---|---|---|---|---|---|---|---|
| | | MED | LOW | HIGH | MED | LOW | HIGH |
| INCOME | | | | | | | |
| RENTS-APARTMENTS | ( 195) | 98.6% | 97.1% | 99.1% | 5.73 | 4.29 | 7.30 |
| RENTS-GARAGE/PARKING | ( 14) | 2.3 | 1.1 | 3.7 | .12 | .08 | .19 |
| RENTS-STORES/OFFICES | ( 7) | .4 | | | .02 | | |
| GROSS POSSIBLE RENTS | ( 195) | 98.7% | 97.6% | 99.2% | 5.73 | 4.29 | 7.30 |
| VACANCIES/RENT LOSS | ( 169) | 1.2 | .4 | 3.0 | .06 | .02 | .16 |
| TOTAL RENTS COLLECTED | ( 195) | 97.1 | 95.2 | 98.3 | 5.56 | 4.15 | 7.27 |
| OTHER INCOME | ( 185) | 1.4 | .9 | 2.6 | .08 | .05 | .15 |
| GROSS POSSIBLE INCOME | ( 195) | 100.0% | 100.0% | 100.0% | 5.79 | 4.40 | 7.40 |
| TOTAL COLLECTIONS | ( 195) | 99.1 | 97.4 | 99.8 | 5.70 | 4.23 | 7.40 |
| EXPENSES | | | | | | | |
| MANAGEMENT FEE | ( 193) | 6.0 | 5.0 | 6.9 | .34 | .27 | .44 |
| OTHER ADMINISTRTVE.** | ( 194) | 6.7 | 4.5 | 8.7 | .38 | .26 | .53 |
| SUBTOTAL ADMINIST. | ( 195) | 12.6% | 10.2% | 15.5% | .73 | .55 | .92 |
| SUPPLIES | ( 161) | .3 | .1 | .6 | .02 | .01 | .03 |
| HEATING FUEL-CA ONLY* | ( 69) | .6 | .3 | 1.2 | .03 | .02 | .07 |
| CA & APTS.* | ( 96) | 6.4 | 3.9 | 9.9 | .36 | .23 | .48 |
| ELECTRICITY--CA ONLY* | ( 127) | 1.4 | .7 | 2.2 | .08 | .04 | .13 |
| CA & APTS.* | ( 68) | 7.7 | 5.6 | 10.2 | .40 | .32 | .58 |
| WATER/SEWER--CA ONLY* | ( 11) | .5 | .4 | 2.4 | .03 | .02 | .12 |
| CA & APTS.* | ( 182) | 3.4 | 2.1 | 4.6 | .18 | .13 | .25 |
| GAS----------CA ONLY* | ( 62) | .3 | .1 | .7 | .01 | .01 | .05 |
| CA & APTS.* | ( 65) | 2.9 | 1.6 | 3.8 | .16 | .12 | .21 |
| BUILDING SERVICES | ( 147) | 1.3 | .7 | 1.9 | .07 | .04 | .11 |
| OTHER OPERATING | ( 112) | .6 | .3 | 1.2 | .04 | .01 | .08 |
| SUBTOTAL OPERATING | ( 195) | 12.7% | 6.9% | 20.4% | .69 | .45 | 1.11 |
| SECURITY** | ( 68) | .5 | .2 | 1.4 | .03 | .01 | .09 |
| GROUNDS MAINTENANCE** | ( 183) | 1.8 | 1.0 | 2.9 | .11 | .05 | .16 |
| MAINTENANCE-REPAIRS | ( 194) | 4.4 | 2.6 | 7.7 | .25 | .16 | .41 |
| PAINTING/DECORATING** | ( 181) | 1.5 | .7 | 2.9 | .08 | .04 | .16 |
| SUBTOTAL MAINTENANCE | ( 195) | 8.6% | 5.4% | 14.0% | .50 | .33 | .74 |
| REAL ESTATE TAXES | ( 193) | 6.5 | 4.5 | 9.3 | .34 | .24 | .54 |
| OTHER TAX/FEE/PERMIT | ( 110) | .3 | .2 | 1.0 | .02 | .01 | .06 |
| INSURANCE | ( 192) | 3.0 | 2.1 | 5.1 | .17 | .11 | .27 |
| SUBTOTAL TAX-INSURNCE | ( 195) | 10.4% | 7.9% | 13.5% | .60 | .44 | .82 |
| RECREATNL/AMENITIES** | ( 21) | .5 | .1 | 1.7 | .03 | .01 | .12 |
| OTHER PAYROLL** | ( 143) | 5.3 | 3.5 | 9.6 | .32 | .21 | .48 |
| TOTAL ALL EXPENSES | ( 195) | 51.2% | 38.9% | 70.0% | 3.06 | 2.34 | 3.63 |
| NET OPERATING INCOME | ( 195) | 45.1% | 27.3% | 59.2% | 2.24 | 1.21 | 4.21 |
| PAYROLL RECAP** | ( 173) | 9.2 | 5.8 | 13.9 | .56 | .37 | .71 |

TOTAL U.S.A.

GARDEN BUILDINGS

819 BUILDINGS 88,595 APARTMENTS
71,452,948 RENTABLE SQUARE FEET

| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
|---|---|---|---|---|---|---|---|
| | | MED | LOW | HIGH | MED | LOW | HIGH |
| INCOME | | | | | | | |
| RENTS-APARTMENTS | ( 816) | 98.0% | 96.8% | 99.0% | 5.09 | 3.86 | 6.61 |
| RENTS-GARAGE/PARKING | ( 23) | 1.8 | .8 | 2.8 | .10 | .04 | .17 |
| RENTS-STORES/OFFICES | ( 13) | .7 | .4 | 1.4 | .03 | .03 | .05 |
| GROSS POSSIBLE RENTS | ( 818) | 98.0% | 96.8% | 99.0% | 5.10 | 3.88 | 6.61 |
| VACANCIES/RENT LOSS | ( 753) | 1.4 | .5 | 3.5 | .07 | .03 | .17 |
| TOTAL RENTS COLLECTED | ( 819) | 96.3 | 93.6 | 98.2 | 4.95 | 3.70 | 6.51 |
| OTHER INCOME | ( 791) | 2.0 | 1.1 | 3.2 | .10 | .06 | .16 |
| GROSS POSSIBLE INCOME | ( 819) | 100.0% | 100.0% | 100.0% | 5.24 | 3.95 | 6.80 |
| TOTAL COLLECTIONS | ( 819) | 98.8 | 96.8 | 99.6 | 5.07 | 3.83 | 6.63 |
| EXPENSES | | | | | | | |
| MANAGEMENT FEE | ( 817) | 6.0 | 5.1 | 7.1 | .32 | .25 | .39 |
| OTHER ADMINISTRTVE.** | ( 815) | 8.0 | 6.0 | 10.7 | .42 | .30 | .57 |
| SUBTOTAL ADMINIST. | ( 819) | 14.0% | 11.3% | 17.5% | .73 | .58 | .94 |
| SUPPLIES | ( 755) | .3 | .1 | .5 | .01 | .01 | .03 |
| HEATING FUEL-CA ONLY* | ( 364) | .6 | .3 | 1.2 | .03 | .02 | .06 |
| CA & APTS.* | ( 294) | 6.3 | 3.5 | 9.6 | .31 | .22 | .46 |
| ELECTRICITY--CA ONLY* | ( 614) | 1.5 | .9 | 2.2 | .07 | .04 | .12 |
| CA & APTS.* | ( 184) | 6.6 | 2.6 | 10.7 | .39 | .11 | .60 |
| WATER/SEWER--CA ONLY* | ( 35) | .6 | .1 | 2.0 | .03 | .01 | .14 |
| CA & APTS.* | ( 780) | 3.6 | 2.4 | 5.4 | .18 | .13 | .27 |
| GAS----------CA ONLY* | ( 323) | .2 | .1 | .5 | .01 | .01 | .02 |
| CA & APTS.* | ( 220) | 2.4 | .8 | 4.1 | .12 | .05 | .20 |
| BUILDING SERVICES | ( 628) | 1.3 | .8 | 2.0 | .07 | .05 | .10 |
| OTHER OPERATING | ( 471) | .5 | .2 | 1.6 | .03 | .01 | .07 |
| SUBTOTAL OPERATING | ( 819) | 10.1% | 6.7% | 18.3% | .52 | .37 | .91 |
| SECURITY** | ( 254) | .4 | .1 | 1.1 | .02 | .01 | .06 |
| GROUNDS MAINTENANCE** | ( 791) | 2.2 | 1.2 | 3.6 | .11 | .06 | .19 |
| MAINTENANCE-REPAIRS | ( 818) | 4.6 | 2.4 | 7.5 | .23 | .14 | .36 |
| PAINTING/DECORATING** | ( 802) | 1.7 | .8 | 2.9 | .09 | .04 | .15 |
| SUBTOTAL MAINTENANCE | ( 819) | 9.3% | 5.8% | 13.9% | .47 | .31 | .68 |
| REAL ESTATE TAXES | ( 805) | 6.6 | 4.8 | 9.3 | .35 | .24 | .49 |
| OTHER TAX/FEE/PERMIT | ( 465) | .5 | .1 | 1.3 | .02 | .00 | .07 |
| INSURANCE | ( 813) | 2.9 | 1.9 | 4.4 | .15 | .10 | .22 |
| SUBTOTAL TAX-INSURNCE | ( 817) | 10.5% | 7.9% | 13.8% | .53 | .41 | .72 |
| RECREATNL/AMENITIES** | ( 165) | .3 | .1 | .7 | .01 | .01 | .04 |
| OTHER PAYROLL** | ( 706) | 5.6 | 3.8 | 8.2 | .30 | .21 | .39 |
| TOTAL ALL EXPENSES | ( 819) | 54.3% | 39.6% | 69.3% | 2.70 | 2.17 | 3.42 |
| NET OPERATING INCOME | ( 819) | 42.3% | 26.8% | 58.9% | 2.01 | 1.07 | 3.94 |
| PAYROLL RECAP** | ( 747) | 10.8 | 7.8 | 14.2 | .56 | .43 | .70 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

TOTAL U.S.A.

GARDEN BUILDINGS
SECT. 8 - ELDERLY/HAND.

82 BUILDINGS 6,491 APARTMENTS
4,637,617 RENTABLE SQUARE FEET

TOTAL U.S.A.

GARDEN BUILDINGS
SECTION 221(D)3

106 BUILDINGS 13,570 APARTMENTS
11,315,061 RENTABLE SQUARE FEET

| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | MED | LOW | HIGH | MED | LOW | HIGH | | MED | LOW | HIGH | MED | LOW | HIGH |
| INCOME | | | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 82) | 99.0% | 98.1% | 99.6% | 7.16 | 5.47 | 9.26 | ( 104) | 98.1% | 96.5% | 99.1% | 4.37 | 3.50 | 5.54 |
| RENTS-GARAGE/PARKING | ( 4) | 2.0 | | | .13 | | | ( 5) | 2.2 | | | .13 | | |
| RENTS-STORES/OFFICES | ( ) | | | | | | | ( 2) | 3.1 | | | .12 | | |
| GROSS POSSIBLE RENTS | ( 82) | 99.1% | 98.2% | 99.6% | 7.16 | 5.47 | 9.26 | ( 106) | 98.2% | 96.5% | 99.2% | 4.38 | 3.50 | 5.63 |
| VACANCIES/RENT LOSS | ( 66) | .6 | .2 | 3.5 | .05 | .01 | .21 | ( 94) | 1.2 | .5 | 2.5 | .05 | .03 | .14 |
| TOTAL RENTS COLLECTED | ( 82) | 98.3 | 95.2 | 99.3 | 7.14 | 5.45 | 9.09 | ( 106) | 96.3 | 94.1 | 98.5 | 4.26 | 3.45 | 5.53 |
| OTHER INCOME | ( 78) | 1.0 | .5 | 1.9 | .07 | .04 | .11 | ( 102) | 2.0 | .9 | 3.5 | .09 | .05 | .15 |
| GROSS POSSIBLE INCOME | ( 82) | 100.0% | 100.0% | 100.0% | 7.27 | 5.48 | 9.32 | ( 106) | 100.0% | 100.0% | 100.0% | 4.50 | 3.57 | 5.72 |
| TOTAL COLLECTIONS | ( 82) | 99.6 | 98.4 | 100.0 | 7.23 | 5.48 | 9.23 | ( 106) | 99.0 | 97.8 | 99.7 | 4.45 | 3.54 | 5.58 |
| EXPENSES | | | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 81) | 5.2 | 4.4 | 6.1 | .42 | .31 | .48 | ( 105) | 6.4 | 5.5 | 7.2 | .28 | .24 | .36 |
| OTHER ADMINISTRTVE.** | ( 81) | 7.0 | 5.7 | 8.7 | .48 | .34 | .70 | ( 106) | 8.1 | 5.7 | 11.0 | .37 | .23 | .49 |
| SUBTOTAL ADMINIST. | ( 82) | 11.8% | 10.1% | 15.1% | .87 | .62 | 1.23 | ( 106) | 14.7% | 11.5% | 18.1% | .66 | .47 | .80 |
| SUPPLIES | ( 72) | .2 | .1 | .4 | .01 | .01 | .03 | ( 95) | .3 | .2 | .6 | .01 | .01 | .02 |
| HEATING FUEL-CA ONLY* | ( 36) | .6 | .3 | 1.5 | .05 | .02 | .10 | ( 41) | .4 | .2 | .7 | .01 | .01 | .02 |
| CA & APTS.* | ( 34) | 3.7 | 2.6 | 5.2 | .35 | .25 | .43 | ( 49) | 8.7 | 6.0 | 10.4 | .43 | .27 | .51 |
| ELECTRICITY--CA ONLY* | ( 51) | 1.6 | .8 | 1.9 | .11 | .05 | .16 | ( 77) | 1.7 | 1.1 | 2.3 | .07 | .05 | .11 |
| CA & APTS.* | ( 31) | 4.5 | 1.7 | 6.3 | .50 | .10 | .56 | ( 27) | 10.7 | 5.9 | 12.3 | .51 | .33 | .60 |
| WATER/SEWER--CA ONLY* | ( 5) | .9 | | | .19 | | | ( 4) | 1.6 | | | .11 | | |
| CA & APTS.* | ( 76) | 2.1 | 1.1 | 2.8 | .14 | .09 | .18 | ( 102) | 4.4 | 3.0 | 7.0 | .20 | .14 | .30 |
| GAS----------CA ONLY* | ( 41) | .2 | .1 | .5 | .01 | .01 | .02 | ( 33) | .3 | .1 | .6 | .02 | .00 | .02 |
| CA & APTS.* | ( 14) | 1.2 | .7 | 1.3 | .12 | .04 | .17 | ( 40) | 2.8 | 1.1 | 4.0 | .13 | .05 | .22 |
| BUILDING SERVICES | ( 58) | 1.0 | .5 | 1.4 | .07 | .05 | .10 | ( 68) | 1.4 | .8 | 2.0 | .07 | .04 | .10 |
| OTHER OPERATING | ( 53) | .5 | .2 | 1.4 | .03 | .01 | .07 | ( 65) | 1.0 | .2 | 1.8 | .04 | .01 | .08 |
| SUBTOTAL OPERATING | ( 82) | 8.6% | 5.6% | 12.2% | .63 | .34 | 1.03 | ( 106) | 14.6% | 9.0% | 23.6% | .66 | .37 | 1.14 |
| SECURITY** | ( 22) | .3 | .1 | .6 | .02 | .01 | .03 | ( 37) | .4 | .1 | 1.2 | .02 | .00 | .05 |
| GROUNDS MAINTENANCE** | ( 79) | 1.8 | 1.0 | 2.8 | .14 | .06 | .25 | ( 101) | 2.5 | 1.3 | 3.7 | .12 | .05 | .18 |
| MAINTENANCE-REPAIRS | ( 82) | 2.4 | 1.4 | 4.2 | .19 | .11 | .31 | ( 105) | 5.9 | 3.3 | 9.1 | .23 | .15 | .38 |
| PAINTING/DECORATING** | ( 77) | .8 | .3 | 1.6 | .06 | .02 | .12 | ( 104) | 2.0 | 1.1 | 3.2 | .10 | .04 | .15 |
| SUBTOTAL MAINTENANCE | ( 82) | 5.9% | 3.2% | 9.0% | .45 | .25 | .64 | ( 106) | 11.6% | 7.5% | 16.0% | .52 | .35 | .71 |
| REAL ESTATE TAXES | ( 82) | 6.0 | 4.8 | 8.2 | .44 | .31 | .57 | ( 102) | 7.0 | 4.8 | 9.0 | .31 | .22 | .40 |
| OTHER TAX/FEE/PERMIT | ( 36) | .4 | .0 | .7 | .02 | .00 | .04 | ( 69) | .8 | .1 | 1.5 | .04 | .00 | .08 |
| INSURANCE | ( 80) | 2.1 | 1.5 | 2.8 | .14 | .11 | .19 | ( 103) | 3.6 | 2.3 | 4.6 | .16 | .10 | .22 |
| SUBTOTAL TAX-INSURNCE | ( 82) | 9.0% | 6.7% | 10.9% | .58 | .47 | .84 | ( 104) | 11.2% | 8.9% | 14.5% | .52 | .37 | .67 |
| RECREATNL/AMENITIES** | ( 16) | .2 | .1 | .3 | .02 | .01 | .02 | ( 17) | .3 | .1 | .5 | .01 | .01 | .03 |
| OTHER PAYROLL** | ( 72) | 4.6 | 3.3 | 5.8 | .30 | .23 | .38 | ( 84) | 6.0 | 3.9 | 8.4 | .27 | .18 | .37 |
| TOTAL ALL EXPENSES | ( 82) | 42.7% | 34.9% | 47.1% | 2.92 | 2.22 | 3.91 | ( 106) | 60.9% | 49.0% | 71.3% | 2.71 | 1.97 | 3.35 |
| NET OPERATING INCOME | ( 82) | 56.4% | 51.3% | 64.2% | 4.20 | 2.88 | 5.30 | ( 106) | 37.2% | 27.4% | 48.8% | 1.62 | 1.12 | 2.26 |
| PAYROLL RECAP** | ( 82) | 8.6 | 5.2 | 10.8 | .58 | .42 | .80 | ( 97) | 12.0 | 8.7 | 16.4 | .57 | .38 | .75 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

## MEDIAN INCOME AND OPERATING COSTS

**BY BUILDING TYPE AND SUBSIDY TYPE**

### TOTAL U.S.A.

GARDEN BUILDINGS
SECTION 236

285 BUILDINGS 36,115 APARTMENTS
29,669,239 RENTABLE SQUARE FEET

| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
|---|---|---|---|---|---|---|---|
| | | MED | LOW | HIGH | MED | LOW | HIGH |
| INCOME | | | | | | | |
| RENTS-APARTMENTS | (285) | 97.3% | 96.2% | 98.1% | 3.85 | 3.24 | 4.67 |
| RENTS-GARAGE/PARKING | (5) | 1.5 | | | .07 | | |
| RENTS-STORES/OFFICES | (7) | .5 | | | .03 | | |
| GROSS POSSIBLE RENTS | (284) | 97.4% | 96.2% | 98.1% | 3.85 | 3.24 | 4.67 |
| VACANCIES/RENT LOSS | (275) | 2.1 | 1.0 | 4.9 | .09 | .04 | .19 |
| TOTAL RENTS COLLECTED | (285) | 94.6 | 92.0 | 96.4 | 3.73 | 3.10 | 4.50 |
| OTHER INCOME | (277) | 2.8 | 1.9 | 3.9 | .11 | .08 | .16 |
| GROSS POSSIBLE INCOME | (285) | 100.0% | 100.0% | 100.0% | 3.99 | 3.34 | 4.86 |
| TOTAL COLLECTIONS | (285) | 98.0 | 95.1 | 99.1 | 3.86 | 3.23 | 4.71 |
| EXPENSES | | | | | | | |
| MANAGEMENT FEE | (285) | 6.8 | 5.9 | 7.8 | .27 | .23 | .33 |
| OTHER ADMINISTRTVE.** | (283) | 9.9 | 7.8 | 12.8 | .39 | .29 | .53 |
| SUBTOTAL ADMINIST. | (285) | 16.9% | 14.5% | 20.0% | .66 | .55 | .85 |
| SUPPLIES | (269) | .4 | .2 | .7 | .01 | .01 | .03 |
| HEATING FUEL-CA ONLY* | (94) | .9 | .4 | 1.9 | .03 | .01 | .07 |
| CA & APTS.* | (140) | 7.4 | 4.9 | 10.2 | .29 | .22 | .42 |
| ELECTRICITY--CA ONLY* | (192) | 1.9 | 1.3 | 2.8 | .07 | .05 | .11 |
| CA & APTS.* | (83) | 8.7 | 4.6 | 12.6 | .41 | .20 | .68 |
| WATER/SEWER--CA ONLY* | (3) | 1.7 | | | .03 | | |
| CA & APTS.* | (281) | 4.7 | 3.4 | 6.3 | .19 | .13 | .27 |
| GAS----------CA ONLY* | (93) | .4 | .2 | 1.2 | .01 | .01 | .04 |
| CA & APTS.* | (116) | 3.4 | 1.7 | 4.7 | .14 | .08 | .21 |
| BUILDING SERVICES | (227) | 1.8 | 1.2 | 2.6 | .07 | .05 | .10 |
| OTHER OPERATING | (169) | .6 | .2 | 1.7 | .03 | .01 | .07 |
| SUBTOTAL OPERATING | (285) | 16.4% | 11.0% | 24.2% | .68 | .40 | 1.07 |
| SECURITY** | (102) | .5 | .1 | 1.3 | .02 | .01 | .04 |
| GROUNDS MAINTENANCE** | (280) | 2.6 | 1.5 | 4.1 | .10 | .06 | .17 |
| MAINTENANCE-REPAIRS | (285) | 6.5 | 4.5 | 9.2 | .26 | .17 | .40 |
| PAINTING/DECORATING** | (282) | 2.3 | 1.4 | 3.8 | .10 | .05 | .15 |
| SUBTOTAL MAINTENANCE | (285) | 13.1% | 9.4% | 16.8% | .49 | .34 | .72 |
| REAL ESTATE TAXES | (284) | 7.9 | 5.9 | 11.3 | .33 | .22 | .47 |
| OTHER TAX/FEE/PERMIT | (169) | .5 | .1 | 1.3 | .02 | .00 | .06 |
| INSURANCE | (284) | 3.8 | 2.8 | 5.5 | .16 | .12 | .21 |
| SUBTOTAL TAX-INSURNCE | (285) | 13.1% | 10.6% | 16.1% | .52 | .40 | .69 |
| RECREATNL/AMENITIES** | (80) | .3 | .1 | .7 | .01 | .01 | .03 |
| OTHER PAYROLL** | (256) | 7.8 | 5.6 | 10.0 | .31 | .23 | .41 |
| TOTAL ALL EXPENSES | (285) | 70.0% | 64.1% | 76.4% | 2.75 | 2.23 | 3.43 |
| NET OPERATING INCOME | (285) | 25.6% | 19.9% | 32.6% | 1.03 | .77 | 1.31 |
| PAYROLL RECAP** | (262) | 13.6 | 11.3 | 16.2 | .55 | .43 | .67 |

### TOTAL U.S.A.

GARDEN BUILDINGS
SECT. 8 - FAMILY

333 BUILDINGS 31,617 APARTMENTS
25,352,321 RENTABLE SQUARE FEET

| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
|---|---|---|---|---|---|---|---|
| | | MED | LOW | HIGH | MED | LOW | HIGH |
| INCOME | | | | | | | |
| RENTS-APARTMENTS | (332) | 98.4% | 97.2% | 99.1% | 6.15 | 5.21 | 7.30 |
| RENTS-GARAGE/PARKING | (9) | 1.6 | | | .10 | | |
| RENTS-STORES/OFFICES | (2) | 1.0 | | | .05 | | |
| GROSS POSSIBLE RENTS | (333) | 98.4% | 97.3% | 99.1% | 6.15 | 5.20 | 7.30 |
| VACANCIES/RENT LOSS | (306) | 1.0 | .4 | 2.5 | .06 | .03 | .15 |
| TOTAL RENTS COLLECTED | (333) | 97.1 | 95.3 | 98.3 | 5.99 | 5.02 | 7.21 |
| OTHER INCOME | (322) | 1.7 | .9 | 2.7 | .10 | .06 | .18 |
| GROSS POSSIBLE INCOME | (333) | 100.0% | 100.0% | 100.0% | 6.29 | 5.31 | 7.40 |
| TOTAL COLLECTIONS | (333) | 99.1 | 97.9 | 99.7 | 6.15 | 5.17 | 7.33 |
| EXPENSES | | | | | | | |
| MANAGEMENT FEE | (333) | 5.7 | 4.9 | 6.3 | .34 | .28 | .41 |
| OTHER ADMINISTRTVE.** | (333) | 7.0 | 5.4 | 8.8 | .44 | .33 | .56 |
| SUBTOTAL ADMINIST. | (333) | 12.4% | 10.8% | 14.7% | .80 | .65 | .95 |
| SUPPLIES | (309) | .2 | .1 | .4 | .01 | .01 | .03 |
| HEATING FUEL-CA ONLY* | (188) | .6 | .3 | 1.0 | .04 | .02 | .06 |
| CA & APTS.* | (65) | 3.6 | 2.3 | 9.0 | .27 | .16 | .56 |
| ELECTRICITY--CA ONLY* | (287) | 1.1 | .6 | 1.7 | .07 | .04 | .11 |
| CA & APTS.* | (38) | 2.5 | 1.1 | 3.6 | .13 | .06 | .21 |
| WATER/SEWER--CA ONLY* | (23) | .3 | .1 | 1.8 | .02 | .01 | .12 |
| CA & APTS.* | (309) | 3.1 | 2.2 | 4.3 | .20 | .14 | .27 |
| GAS----------CA ONLY* | (150) | .2 | .1 | .4 | .01 | .01 | .02 |
| CA & APTS.* | (46) | 1.0 | .5 | 2.2 | .06 | .02 | .13 |
| BUILDING SERVICES | (265) | 1.1 | .7 | 1.6 | .07 | .04 | .10 |
| OTHER OPERATING | (178) | .3 | .1 | 1.3 | .02 | .01 | .08 |
| SUBTOTAL OPERATING | (333) | 7.1% | 5.3% | 9.7% | .45 | .33 | .63 |
| SECURITY** | (90) | .4 | .1 | 1.1 | .02 | .01 | .07 |
| GROUNDS MAINTENANCE** | (320) | 1.9 | .9 | 2.9 | .11 | .06 | .20 |
| MAINTENANCE-REPAIRS | (333) | 3.1 | 1.8 | 5.5 | .21 | .13 | .34 |
| PAINTING/DECORATING** | (329) | 1.2 | .7 | 2.2 | .08 | .04 | .14 |
| SUBTOTAL MAINTENANCE | (333) | 7.2% | 4.8% | 10.6% | .44 | .30 | .66 |
| REAL ESTATE TAXES | (329) | 5.6 | 4.3 | 7.9 | .36 | .26 | .50 |
| OTHER TAX/FEE/PERMIT | (184) | .3 | .1 | 1.1 | .02 | .01 | .08 |
| INSURANCE | (333) | 2.4 | 1.6 | 3.6 | .15 | .10 | .25 |
| SUBTOTAL TAX-INSURNCE | (333) | 8.8% | 6.7% | 11.7% | .56 | .42 | .75 |
| RECREATNL/AMENITIES** | (47) | .3 | .1 | .8 | .02 | .01 | .04 |
| OTHER PAYROLL** | (285) | 4.6 | 3.2 | 6.0 | .29 | .21 | .38 |
| TOTAL ALL EXPENSES | (333) | 40.5% | 34.1% | 49.9% | 2.62 | 2.09 | 3.25 |
| NET OPERATING INCOME | (333) | 57.5% | 46.9% | 64.5% | 3.65 | 2.57 | 4.52 |
| PAYROLL RECAP** | (296) | 8.8 | 7.1 | 11.1 | .55 | .44 | .69 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

TOTAL U.S.A.
GARDEN BUILDINGS
ALL ELDERLY/HANDICAPPED
95 BUILDINGS 7,293 APARTMENTS
5,116,327 RENTABLE SQUARE FEET

TOTAL U.S.A.
GARDEN BUILDINGS
ALL FAMILY/NONELDERLY
724 BUILDINGS 81,302 APARTMENTS
66,336,621 RENTABLE SQUARE FEET

| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | MED | LOW | HIGH | MED | LOW | HIGH | | MED | LOW | HIGH | MED | LOW | HIGH |
| INCOME | | | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 95) | 99.0% | 98.1% | 99.6% | 7.70 | 5.68 | 9.36 | ( 721) | 97.8% | 96.6% | 98.9% | 4.88 | 3.73 | 6.25 |
| RENTS-GARAGE/PARKING | ( 4) | 2.0 | | | .13 | | | ( 19) | 1.6 | .8 | 3.1 | .10 | .04 | .21 |
| RENTS-STORES/OFFICES | ( 2) | 5.8 | | | .50 | | | ( 11) | .7 | .4 | 1.0 | .03 | | |
| GROSS POSSIBLE RENTS | ( 95) | 99.1% | 98.2% | 99.6% | 7.70 | 5.68 | 9.37 | ( 723) | 97.9% | 96.7% | 98.9% | 4.89 | 3.73 | 6.26 |
| VACANCIES/RENT LOSS | ( 78) | .6 | .2 | 2.5 | .05 | .01 | .21 | ( 675) | 1.5 | .6 | 3.6 | .07 | .03 | .17 |
| TOTAL RENTS COLLECTED | ( 95) | 98.3 | 95.5 | 99.3 | 7.64 | 5.48 | 9.35 | ( 724) | 96.1 | 93.4 | 97.9 | 4.78 | 3.62 | 6.13 |
| OTHER INCOME | ( 90) | 1.0 | .4 | 1.8 | .07 | .04 | .12 | ( 701) | 2.2 | 1.2 | 3.4 | .10 | .07 | .17 |
| GROSS POSSIBLE INCOME | ( 95) | 100.0% | 100.0% | 100.0% | 7.82 | 5.71 | 9.51 | ( 724) | 100.0% | 100.0% | 100.0% | 5.03 | 3.85 | 6.38 |
| TOTAL COLLECTIONS | ( 95) | 99.5 | 98.4 | 99.9 | 7.73 | 5.56 | 9.48 | ( 724) | 98.7 | 96.7 | 99.6 | 4.90 | 3.73 | 6.24 |
| EXPENSES | | | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 94) | 5.2 | 4.4 | 6.0 | .43 | .31 | .50 | ( 723) | 6.1 | 5.3 | 7.2 | .31 | .25 | .37 |
| OTHER ADMINISTRTVE.** | ( 93) | 7.0 | 5.6 | 9.0 | .49 | .36 | .70 | ( 722) | 8.2 | 6.1 | 10.9 | .41 | .29 | .54 |
| SUBTOTAL ADMINIST. | ( 95) | 11.8% | 9.9% | 15.4% | .93 | .62 | 1.24 | ( 724) | 14.4% | 11.6% | 17.7% | .72 | .58 | .91 |
| SUPPLIES | ( 82) | .2 | .1 | .4 | .01 | .01 | .04 | ( 673) | .3 | .1 | .5 | .01 | .01 | .03 |
| HEATING FUEL-CA ONLY* | ( 41) | .8 | .3 | 1.7 | .05 | .02 | .13 | ( 323) | .6 | .3 | 1.1 | .03 | .01 | .06 |
| CA & APTS.* | ( 40) | 3.7 | 2.6 | 5.4 | .35 | .25 | .45 | ( 254) | 7.0 | 3.9 | 10.1 | .30 | .21 | .46 |
| ELECTRICITY--CA ONLY* | ( 58) | 1.7 | .8 | 2.1 | .12 | .05 | .17 | ( 556) | 1.4 | .9 | 2.2 | .07 | .04 | .11 |
| CA & APTS.* | ( 36) | 5.7 | 2.8 | 6.7 | .53 | .13 | .63 | ( 148) | 7.0 | 2.6 | 11.6 | .35 | .10 | .60 |
| WATER/SEWER--CA ONLY* | ( 5) | .9 | | | .19 | | | ( 30) | .6 | .2 | 2.1 | .03 | .01 | .12 |
| CA & APTS.* | ( 88) | 1.9 | 1.1 | 2.7 | .15 | .10 | .18 | ( 692) | 3.9 | 2.6 | 5.5 | .19 | .14 | .27 |
| GAS----------CA ONLY* | ( 47) | .2 | .1 | .5 | .01 | .01 | .02 | ( 276) | .3 | .1 | .5 | .01 | .01 | .02 |
| CA & APTS.* | ( 18) | 1.1 | .5 | 1.3 | .11 | .04 | .15 | ( 202) | 2.7 | 1.0 | 4.2 | .12 | .05 | .20 |
| BUILDING SERVICES | ( 68) | 1.0 | .5 | 1.4 | .07 | .05 | .10 | ( 560) | 1.4 | .9 | 2.1 | .07 | .05 | .10 |
| OTHER OPERATING | ( 59) | .4 | .2 | 1.0 | .03 | .01 | .07 | ( 412) | .6 | .2 | 1.6 | .03 | .01 | .08 |
| SUBTOTAL OPERATING | ( 95) | 8.6% | 5.7% | 12.2% | .65 | .37 | 1.06 | ( 724) | 10.4% | 6.9% | 19.2% | .51 | .37 | .87 |
| SECURITY** | ( 25) | .4 | .1 | .9 | .03 | .01 | .09 | ( 229) | .4 | .1 | 1.2 | .02 | .01 | .06 |
| GROUNDS MAINTENANCE** | ( 90) | 1.8 | 1.0 | 2.8 | .15 | .07 | .24 | ( 701) | 2.3 | 1.2 | 3.6 | .11 | .06 | .18 |
| MAINTENANCE-REPAIRS | ( 95) | 2.4 | 1.4 | 4.3 | .20 | .11 | .34 | ( 723) | 5.0 | 2.7 | 7.9 | .23 | .15 | .36 |
| PAINTING/DECORATING** | ( 87) | .7 | .3 | 1.6 | .06 | .02 | .13 | ( 715) | 1.8 | .9 | 3.0 | .09 | .04 | .15 |
| SUBTOTAL MAINTENANCE | ( 95) | 6.2% | 3.5% | 8.5% | .48 | .26 | .65 | ( 724) | 9.8% | 6.2% | 14.4% | .47 | .32 | .68 |
| REAL ESTATE TAXES | ( 90) | 6.2 | 4.9 | 8.2 | .46 | .32 | .67 | ( 715) | 6.7 | 4.8 | 9.5 | .34 | .24 | .48 |
| OTHER TAX/FEE/PERMIT | ( 43) | .5 | .1 | .8 | .02 | .01 | .07 | ( 422) | .5 | .1 | 1.3 | .03 | .00 | .07 |
| INSURANCE | ( 93) | 2.2 | 1.5 | 2.8 | .15 | .12 | .21 | ( 720) | 3.1 | 2.0 | 4.6 | .15 | .10 | .22 |
| SUBTOTAL TAX-INSURNCE | ( 95) | 8.7% | 6.5% | 10.9% | .60 | .46 | .88 | ( 722) | 10.8% | 8.1% | 14.1% | .53 | .40 | .71 |
| RECREATNL/AMENITIES** | ( 21) | .2 | .1 | .4 | .02 | .01 | .02 | ( 144) | .3 | .1 | .7 | .01 | .01 | .04 |
| OTHER PAYROLL** | ( 81) | 4.6 | 3.1 | 5.8 | .30 | .21 | .39 | ( 625) | 5.9 | 4.0 | 8.5 | .30 | .22 | .39 |
| TOTAL ALL EXPENSES | ( 95) | 42.6% | 34.9% | 46.9% | 3.00 | 2.28 | 3.99 | ( 724) | 58.4% | 40.5% | 70.1% | 2.66 | 2.15 | 3.35 |
| NET OPERATING INCOME | ( 95) | 56.7% | 51.4% | 64.2% | 4.52 | 3.31 | 5.89 | ( 724) | 38.9% | 25.8% | 57.5% | 1.70 | 1.03 | 3.58 |
| PAYROLL RECAP** | ( 92) | 8.6 | 5.3 | 10.9 | .60 | .43 | .82 | ( 655) | 11.1 | 8.1 | 14.6 | .56 | .43 | .69 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

# AGE GROUP REPORTS

1965 - 1977

ELEVATOR BUILDINGS

121 BUILDINGS 19,614 APARTMENTS
12,228,374 RENTABLE SQUARE FEET

1965 - 1977

ELEVATOR BUILDINGS
SECT. 8 - ELDERLY/HAND.

42 BUILDINGS 5,429 APARTMENTS
3,481,475 RENTABLE SQUARE FEET

| | ELEVATOR BUILDINGS | | | | | | | SECT. 8 - ELDERLY/HAND. | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | BLDGS. | % OF GPTI | | | $/SQ.FT. | | | BLDGS. | % OF GPTI | | | $/SQ.FT. | | |
| | | MED | LOW | HIGH | MED | LOW | HIGH | | MED | LOW | HIGH | MED | LOW | HIGH |
| INCOME | | | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 121) | 97.8% | 94.9% | 99.1% | 6.80 | 5.32 | 8.87 | ( 42) | 99.1% | 96.8% | 99.6% | 9.26 | 7.70 | 10.42 |
| RENTS-GARAGE/PARKING | ( 23) | .8 | .5 | 1.9 | .06 | .04 | .11 | ( 4) | .5 | | | .04 | | |
| RENTS-STORES/OFFICES | ( 29) | 4.5 | 1.2 | 12.9 | .32 | .07 | .96 | ( 6) | 20.6 | | | 1.24 | | |
| GROSS POSSIBLE RENTS | ( 121) | 98.8% | 97.3% | 99.3% | 6.94 | 5.49 | 9.12 | ( 42) | 99.2% | 98.7% | 99.6% | 9.26 | 7.70 | 10.47 |
| VACANCIES/RENT LOSS | ( 109) | 1.2 | .2 | 2.0 | .06 | .02 | .15 | ( 40) | .7 | .1 | 1.8 | .06 | .01 | .16 |
| TOTAL RENTS COLLECTED | ( 120) | 97.3 | 95.3 | 98.6 | 6.80 | 5.37 | 8.85 | ( 42) | 98.0 | 96.6 | 99.0 | 9.17 | 7.21 | 10.42 |
| OTHER INCOME | ( 120) | 1.2 | .7 | 2.7 | .09 | .04 | .17 | ( 41) | .9 | .4 | 1.3 | .06 | .04 | .13 |
| GROSS POSSIBLE INCOME | ( 121) | 100.0% | 100.0% | 100.0% | 7.14 | 5.73 | 9.25 | ( 42) | 100.0% | 100.0% | 100.0% | 9.70 | 7.74 | 10.49 |
| TOTAL COLLECTIONS | ( 121) | 99.1 | 98.1 | 99.9 | 6.96 | 5.52 | 8.96 | ( 42) | 99.4 | 98.2 | 99.9 | 9.33 | 7.27 | 10.46 |
| EXPENSES | | | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 117) | 5.7 | 4.8 | 6.8 | .42 | .31 | .51 | ( 41) | 5.0 | 4.1 | 5.8 | .47 | .39 | .55 |
| OTHER ADMINISTRTVE.** | ( 120) | 7.1 | 5.0 | 9.4 | .48 | .34 | .66 | ( 42) | 5.8 | 5.0 | 7.9 | .56 | .42 | .72 |
| SUBTOTAL ADMINIST. | ( 121) | 12.2% | 10.2% | 15.5% | .92 | .70 | 1.19 | ( 42) | 10.8% | 10.0% | 12.4% | 1.09 | .79 | 1.24 |
| SUPPLIES | ( 120) | .6 | .3 | 1.0 | .04 | .02 | .07 | ( 42) | .6 | .2 | .9 | .05 | .02 | .08 |
| HEATING FUEL-CA ONLY* | ( 8) | 2.4 | | | .25 | | | ( 5) | 2.1 | | | .25 | | |
| CA & APTS.* | ( 111) | 6.3 | 4.2 | 9.6 | .44 | .29 | .59 | ( 37) | 4.6 | 2.9 | 5.8 | .39 | .22 | .51 |
| ELECTRICITY--CA ONLY* | ( 31) | 2.9 | 2.1 | 5.5 | .24 | .18 | .42 | ( 20) | 3.3 | 2.0 | 5.5 | .28 | .18 | .50 |
| CA & APTS.* | ( 85) | 9.9 | 6.5 | 11.9 | .64 | .46 | .80 | ( 22) | 6.9 | 5.3 | 10.3 | .64 | .48 | .82 |
| WATER/SEWER--CA ONLY* | ( 3) | 2.0 | | | .14 | | | ( 2) | 2.0 | | | .14 | | |
| CA & APTS.* | ( 118) | 2.2 | 1.3 | 3.2 | .15 | .10 | .21 | ( 40) | 1.3 | 1.1 | 2.2 | .14 | .09 | .21 |
| GAS----------CA ONLY* | ( 7) | 1.4 | | | .08 | | | ( 3) | .2 | | | .03 | | |
| CA & APTS.* | ( 73) | 1.3 | .7 | 2.5 | .09 | .05 | .17 | ( 20) | .9 | .6 | 1.1 | .07 | .05 | .09 |
| BUILDING SERVICES | ( 111) | .8 | .5 | 1.4 | .06 | .03 | .10 | ( 42) | .7 | .4 | 1.2 | .05 | .03 | .11 |
| OTHER OPERATING | ( 81) | .8 | .1 | 3.0 | .06 | .01 | .20 | ( 29) | .2 | .0 | 3.0 | .02 | .00 | .24 |
| SUBTOTAL OPERATING | ( 121) | 21.1% | 14.9% | 28.1% | 1.49 | 1.19 | 1.71 | ( 42) | 14.3% | 11.2% | 17.3% | 1.41 | .94 | 1.54 |
| SECURITY** | ( 75) | .7 | .2 | 2.7 | .07 | .01 | .19 | ( 23) | .3 | .1 | 1.2 | .03 | .01 | .11 |
| GROUNDS MAINTENANCE** | ( 115) | .9 | .4 | 1.9 | .07 | .03 | .12 | ( 40) | .9 | .3 | 1.5 | .08 | .03 | .12 |
| MAINTENANCE-REPAIRS | ( 121) | 4.9 | 2.8 | 7.4 | .34 | .22 | .52 | ( 42) | 3.3 | 2.3 | 4.9 | .29 | .21 | .47 |
| PAINTING/DECORATING** | ( 121) | 1.4 | .8 | 2.2 | .11 | .06 | .16 | ( 42) | 1.4 | .7 | 2.6 | .12 | .07 | .21 |
| SUBTOTAL MAINTENANCE | ( 121) | 9.1% | 6.1% | 12.8% | .65 | .38 | .96 | ( 42) | 7.0% | 4.2% | 11.7% | .64 | .40 | .98 |
| REAL ESTATE TAXES | ( 116) | 7.8 | 5.9 | 11.0 | .57 | .41 | .80 | ( 39) | 6.5 | 5.4 | 10.4 | .62 | .43 | .85 |
| OTHER TAX/FEE/PERMIT | ( 76) | .3 | .1 | 1.0 | .02 | .01 | .07 | ( 31) | .2 | .1 | 1.1 | .02 | .01 | .08 |
| INSURANCE | ( 121) | 2.5 | 1.5 | 3.8 | .17 | .09 | .27 | ( 42) | 1.7 | 1.0 | 2.6 | .14 | .08 | .25 |
| SUBTOTAL TAX-INSURNCE | ( 121) | 10.6% | 8.4% | 15.1% | .78 | .58 | 1.07 | ( 42) | 9.4% | 6.9% | 13.3% | .84 | .61 | 1.13 |
| RECREATNL/AMENITIES** | ( 22) | 1.0 | .2 | 1.2 | .05 | .01 | .10 | ( 7) | .6 | | | .05 | | |
| OTHER PAYROLL** | ( 111) | 4.5 | 1.7 | 6.6 | .30 | .14 | .45 | ( 37) | 1.8 | 1.3 | 3.9 | .17 | .12 | .28 |
| TOTAL ALL EXPENSES | ( 121) | 63.9% | 48.7% | 72.3% | 4.31 | 3.57 | 4.89 | ( 42) | 46.2% | 40.3% | 52.8% | 4.08 | 3.59 | 4.82 |
| NET OPERATING INCOME | ( 121) | 34.3% | 24.9% | 51.3% | 2.27 | 1.39 | 4.51 | ( 42) | 53.4% | 46.5% | 59.6% | 4.94 | 3.65 | 6.04 |
| PAYROLL RECAP** | ( 115) | 8.6 | 6.9 | 11.5 | .64 | .48 | .81 | ( 40) | 6.8 | 5.6 | 8.1 | .59 | .43 | .75 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

## MEDIAN INCOME AND OPERATING COSTS

| | 1965 - 1977<br>ELEVATOR BUILDINGS<br>SECTION 236<br>63 BUILDINGS 11,988 APARTMENTS<br>7,508,451 RENTABLE SQUARE FEET | | | | | | | 1965 - 1977<br>ELEVATOR BUILDINGS<br>ALL ELDERLY/HANDICAPPED<br>51 BUILDINGS 6,848 APARTMENTS<br>4,286,371 RENTABLE SQUARE FEET | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
| | | MED | LOW | HIGH | MED | LOW | HIGH | | MED | LOW | HIGH | MED | LOW | HIGH |
| INCOME | | | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 63) | 97.0% | 92.6% | 98.7% | 5.57 | 4.74 | 6.67 | ( 51) | 99.1% | 96.5% | 99.5% | 9.12 | 7.35 | 10.30 |
| RENTS-GARAGE/PARKING | ( 17) | 1.0 | .5 | 2.2 | .06 | .04 | .11 | ( 6) | .8 | | | .05 | | |
| RENTS-STORES/OFFICES | ( 20) | 4.5 | 1.2 | 11.9 | .18 | .06 | .80 | ( 7) | 7.8 | | | .96 | | |
| GROSS POSSIBLE RENTS | ( 63) | 98.7% | 97.2% | 99.0% | 5.87 | 5.09 | 6.94 | ( 51) | 99.1% | 97.5% | 99.6% | 9.12 | 7.35 | 10.40 |
| VACANCIES/RENT LOSS | ( 56) | 1.5 | .4 | 2.0 | .08 | .02 | .13 | ( 47) | .6 | .1 | 1.8 | .06 | .01 | .16 |
| TOTAL RENTS COLLECTED | ( 62) | 96.8 | 95.3 | 98.3 | 5.74 | 5.04 | 6.80 | ( 51) | 97.8 | 95.2 | 98.9 | 8.85 | 6.66 | 10.20 |
| OTHER INCOME | ( 63) | 1.3 | .8 | 2.7 | .09 | .05 | .18 | ( 50) | .9 | .4 | 2.5 | .08 | .03 | .15 |
| GROSS POSSIBLE INCOME | ( 63) | 100.0% | 100.0% | 100.0% | 6.04 | 5.16 | 7.14 | ( 51) | 100.0% | 100.0% | 100.0% | 9.25 | 7.41 | 10.43 |
| TOTAL COLLECTIONS | ( 63) | 98.7 | 98.0 | 99.7 | 5.86 | 5.07 | 7.14 | ( 51) | 99.4 | 98.2 | 99.9 | 8.96 | 6.73 | 10.41 |
| EXPENSES | | | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 62) | 6.5 | 5.7 | 7.3 | .37 | .30 | .50 | ( 49) | 5.0 | 4.0 | 5.8 | .46 | .35 | .52 |
| OTHER ADMINISTRTVE.** | ( 62) | 7.7 | 4.9 | 9.7 | .44 | .27 | .60 | ( 51) | 6.1 | 5.0 | 8.0 | .54 | .40 | .72 |
| SUBTOTAL ADMINIST. | ( 63) | 13.5% | 11.2% | 16.5% | .81 | .58 | 1.02 | ( 51) | 10.8% | 9.8% | 12.6% | .99 | .77 | 1.23 |
| SUPPLIES | ( 62) | .6 | .3 | 1.1 | .04 | .02 | .08 | ( 51) | .6 | .3 | .8 | .05 | .02 | .07 |
| HEATING FUEL-CA ONLY* | ( 3) | 6.9 | | | .33 | | | ( 5) | 2.1 | | | .25 | | |
| CA & APTS.* | ( 58) | 7.4 | 6.3 | 13.7 | .47 | .35 | .79 | ( 46) | 4.6 | 2.8 | 6.2 | .39 | .22 | .54 |
| ELECTRICITY--CA ONLY* | ( 7) | 2.9 | | | .23 | | | ( 23) | 3.3 | 1.9 | 5.5 | .28 | .18 | .50 |
| CA & APTS.* | ( 51) | 11.0 | 8.1 | 12.9 | .65 | .43 | .80 | ( 28) | 7.7 | 5.3 | 11.2 | .64 | .48 | .80 |
| WATER/SEWER--CA ONLY* | ( 1) | 5.6 | | | .27 | | | ( 2) | 2.0 | | | .14 | | |
| CA & APTS.* | ( 62) | 2.7 | 1.9 | 3.7 | .16 | .11 | .21 | ( 49) | 1.3 | 1.1 | 2.4 | .14 | .09 | .21 |
| GAS----------CA ONLY* | ( 4) | 1.9 | | | .08 | | | ( 3) | .2 | | | .03 | | |
| CA & APTS.* | ( 44) | 2.1 | 1.1 | 3.1 | .11 | .06 | .19 | ( 25) | .9 | .6 | 1.2 | .08 | .05 | .10 |
| BUILDING SERVICES | ( 55) | .9 | .6 | 1.4 | .06 | .04 | .09 | ( 51) | .7 | .4 | 1.2 | .05 | .03 | .11 |
| OTHER OPERATING | ( 40) | 1.1 | .2 | 2.9 | .06 | .01 | .13 | ( 36) | .5 | .1 | 2.3 | .04 | .00 | .21 |
| SUBTOTAL OPERATING | ( 63) | 26.6% | 21.3% | 30.5% | 1.58 | 1.28 | 1.81 | ( 51) | 14.9% | 11.5% | 18.0% | 1.43 | .94 | 1.61 |
| SECURITY** | ( 41) | 1.3 | .3 | 3.5 | .07 | .02 | .24 | ( 29) | .3 | .1 | 1.6 | .03 | .01 | .12 |
| GROUNDS MAINTENANCE** | ( 60) | 1.0 | .4 | 1.9 | .05 | .02 | .10 | ( 48) | .9 | .4 | 1.7 | .08 | .03 | .13 |
| MAINTENANCE-REPAIRS | ( 63) | 6.3 | 4.2 | 8.1 | .38 | .21 | .56 | ( 51) | 3.3 | 2.3 | 5.4 | .29 | .22 | .43 |
| PAINTING/DECORATING** | ( 63) | 1.7 | 1.0 | 2.4 | .10 | .05 | .16 | ( 51) | 1.2 | .7 | 2.1 | .11 | .07 | .17 |
| SUBTOTAL MAINTENANCE | ( 63) | 10.0% | 6.8% | 14.1% | .64 | .37 | .92 | ( 51) | 7.0% | 4.2% | 11.7% | .64 | .40 | .93 |
| REAL ESTATE TAXES | ( 61) | 9.0 | 6.9 | 13.0 | .54 | .41 | .80 | ( 48) | 6.3 | 4.9 | 9.6 | .60 | .41 | .80 |
| OTHER TAX/FEE/PERMIT | ( 35) | .6 | .1 | .7 | .03 | .00 | .05 | ( 37) | .2 | .1 | 1.1 | .02 | .01 | .08 |
| INSURANCE | ( 63) | 3.4 | 2.0 | 4.2 | .20 | .12 | .28 | ( 51) | 1.7 | 1.0 | 2.6 | .14 | .08 | .23 |
| SUBTOTAL TAX-INSURNCE | ( 63) | 13.4% | 9.8% | 16.3% | .78 | .61 | 1.07 | ( 51) | 8.9% | 6.7% | 12.5% | .74 | .52 | 1.07 |
| RECREATNL/AMENITIES** | ( 12) | 1.0 | .4 | 1.2 | .09 | .02 | .09 | ( 8) | .6 | | | .05 | | |
| OTHER PAYROLL** | ( 61) | 5.5 | 3.0 | 7.2 | .35 | .16 | .46 | ( 45) | 2.3 | 1.4 | 4.7 | .19 | .12 | .38 |
| TOTAL ALL EXPENSES | ( 63) | 71.4% | 65.5% | 75.0% | 4.31 | 3.51 | 4.96 | ( 51) | 46.7% | 40.4% | 55.9% | 4.08 | 3.57 | 4.69 |
| NET OPERATING INCOME | ( 63) | 26.5% | 22.7% | 33.1% | 1.58 | 1.27 | 2.02 | ( 51) | 52.1% | 41.6% | 58.9% | 4.51 | 3.16 | 5.80 |
| PAYROLL RECAP** | ( 59) | 10.3 | 8.1 | 11.9 | .62 | .47 | .75 | ( 49) | 7.3 | 5.9 | 8.5 | .62 | .48 | .80 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

1965 - 1977
ELEVATOR BUILDINGS
ALL FAMILY/NONELDERLY

70 BUILDINGS 12,766 APARTMENTS
7,942,003 RENTABLE SQUARE FEET

1978 TO DATE
ELEVATOR BUILDINGS

206 BUILDINGS 24,628 APARTMENTS
15,715,085 RENTABLE SQUARE FEET

| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | MED | LOW | HIGH | MED | LOW | HIGH | | MED | LOW | HIGH | MED | LOW | HIGH |
| INCOME | | | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 70) | 97.2% | 93.8% | 98.7% | 5.87 | 4.93 | 6.86 | ( 206) | 99.3% | 98.2% | 99.6% | 10.26 | 8.79 | 11.90 |
| RENTS-GARAGE/PARKING | ( 17) | 1.0 | .5 | 2.2 | .06 | .04 | .11 | ( 11) | .9 | .2 | 2.3 | .08 | .01 | .16 |
| RENTS-STORES/OFFICES | ( 22) | 4.5 | .9 | 11.9 | .18 | .06 | .80 | ( 30) | 2.5 | .5 | 5.6 | .26 | .05 | .55 |
| GROSS POSSIBLE RENTS | ( 70) | 98.7% | 97.3% | 99.3% | 6.04 | 5.13 | 7.18 | ( 206) | 99.5% | 99.0% | 99.7% | 10.33 | 8.79 | 12.15 |
| VACANCIES/RENT LOSS | ( 62) | 1.5 | .4 | 2.1 | .08 | .03 | .13 | ( 186) | .7 | .1 | 1.3 | .07 | .01 | .14 |
| TOTAL RENTS COLLECTED | ( 69) | 97.0 | 95.3 | 98.3 | 5.94 | 5.04 | 7.05 | ( 206) | 98.5 | 97.8 | 99.4 | 10.25 | 8.71 | 12.08 |
| OTHER INCOME | ( 70) | 1.3 | .7 | 2.7 | .09 | .05 | .17 | ( 198) | .6 | .4 | 1.1 | .06 | .03 | .11 |
| GROSS POSSIBLE INCOME | ( 70) | 100.0% | 100.0% | 100.0% | 6.36 | 5.20 | 7.28 | ( 206) | 100.0% | 100.0% | 100.0% | 10.43 | 8.91 | 12.18 |
| TOTAL COLLECTIONS | ( 70) | 98.7 | 98.0 | 99.8 | 6.25 | 5.11 | 7.24 | ( 206) | 99.5 | 98.7 | 99.9 | 10.36 | 8.77 | 12.11 |
| EXPENSES | | | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 68) | 6.4 | 5.2 | 7.2 | .37 | .30 | .49 | ( 200) | 4.8 | 3.9 | 5.4 | .49 | .38 | .58 |
| OTHER ADMINISTRTVE.** | ( 69) | 7.7 | 5.3 | 9.7 | .46 | .28 | .64 | ( 205) | 5.6 | 4.0 | 7.3 | .56 | .40 | .76 |
| SUBTOTAL ADMINIST. | ( 70) | 13.5% | 11.2% | 16.5% | .83 | .59 | 1.04 | ( 206) | 10.1% | 8.0% | 11.8% | 1.05 | .81 | 1.29 |
| SUPPLIES | ( 69) | .6 | .3 | 1.1 | .04 | .02 | .07 | ( 204) | .4 | .2 | .6 | .04 | .02 | .07 |
| HEATING FUEL-CA ONLY* | ( 3) | 6.9 | | | .33 | | | ( 60) | 1.4 | .9 | 2.2 | .15 | .10 | .24 |
| CA & APTS.* | ( 65) | 7.3 | 5.9 | 12.0 | .50 | .35 | .68 | ( 138) | 3.3 | 2.4 | 4.7 | .36 | .24 | .51 |
| ELECTRICITY--CA ONLY* | ( 8) | 2.9 | | | .23 | | | ( 120) | 2.3 | 1.6 | 3.1 | .24 | .16 | .33 |
| CA & APTS.* | ( 57) | 10.5 | 7.8 | 12.9 | .61 | .43 | .80 | ( 79) | 5.4 | 3.2 | 7.3 | .57 | .30 | .70 |
| WATER/SEWER--CA ONLY* | ( 1) | 5.6 | | | .27 | | | ( 6) | 1.6 | | | .16 | | |
| CA & APTS.* | ( 69) | 2.6 | 1.9 | 3.4 | .16 | .11 | .21 | ( 198) | 1.3 | .9 | 1.8 | .13 | .09 | .18 |
| GAS----------CA ONLY* | ( 4) | 1.9 | | | .08 | | | ( 40) | .2 | .0 | .7 | .02 | .00 | .06 |
| CA & APTS.* | ( 48) | 1.9 | 1.0 | 2.9 | .11 | .06 | .21 | ( 98) | .7 | .5 | 1.1 | .08 | .05 | .11 |
| BUILDING SERVICES | ( 60) | .9 | .6 | 1.4 | .06 | .04 | .09 | ( 186) | .5 | .4 | .8 | .06 | .04 | .08 |
| OTHER OPERATING | ( 45) | 1.0 | .2 | 3.2 | .06 | .01 | .19 | ( 143) | .4 | .1 | 1.4 | .04 | .01 | .15 |
| SUBTOTAL OPERATING | ( 70) | 26.5% | 20.7% | 29.8% | 1.55 | 1.26 | 1.75 | ( 206) | 9.1% | 6.7% | 13.4% | .97 | .70 | 1.34 |
| SECURITY** | ( 46) | 1.3 | .3 | 3.5 | .09 | .02 | .24 | ( 106) | .4 | .1 | 1.9 | .04 | .01 | .25 |
| GROUNDS MAINTENANCE** | ( 67) | 1.0 | .4 | 1.9 | .06 | .02 | .10 | ( 202) | .7 | .3 | 1.3 | .07 | .04 | .12 |
| MAINTENANCE-REPAIRS | ( 70) | 6.3 | 4.2 | 8.4 | .38 | .21 | .56 | ( 204) | 2.8 | 2.0 | 4.0 | .29 | .19 | .45 |
| PAINTING/DECORATING** | ( 70) | 1.4 | .9 | 2.2 | .10 | .06 | .16 | ( 200) | .9 | .3 | 1.5 | .10 | .03 | .16 |
| SUBTOTAL MAINTENANCE | ( 70) | 10.0% | 7.3% | 14.1% | .69 | .37 | .96 | ( 206) | 5.4% | 3.6% | 8.4% | .56 | .36 | .80 |
| REAL ESTATE TAXES | ( 68) | 8.6 | 6.8 | 12.8 | .54 | .41 | .80 | ( 190) | 7.5 | 5.5 | 10.0 | .75 | .56 | 1.00 |
| OTHER TAX/FEE/PERMIT | ( 39) | .6 | .1 | .8 | .03 | .00 | .05 | ( 116) | .4 | .1 | 1.1 | .04 | .01 | .11 |
| INSURANCE | ( 70) | 3.3 | 2.0 | 4.1 | .20 | .12 | .28 | ( 206) | 1.9 | 1.2 | 2.8 | .20 | .12 | .30 |
| SUBTOTAL TAX-INSURNCE | ( 70) | 12.5% | 9.7% | 15.9% | .78 | .61 | 1.06 | ( 206) | 9.5% | 7.2% | 12.5% | .99 | .75 | 1.29 |
| RECREATNL/AMENITIES** | ( 14) | 1.0 | .1 | 1.2 | .08 | .01 | .09 | ( 42) | .4 | .2 | 1.6 | .04 | .02 | .15 |
| OTHER PAYROLL** | ( 66) | 5.4 | 3.0 | 7.2 | .35 | .19 | .46 | ( 174) | 3.3 | 1.8 | 4.8 | .31 | .17 | .53 |
| TOTAL ALL EXPENSES | ( 70) | 70.6% | 63.9% | 75.0% | 4.48 | 3.52 | 4.95 | ( 206) | 39.4% | 33.4% | 45.5% | 4.09 | 3.30 | 4.80 |
| NET OPERATING INCOME | ( 70) | 27.9% | 23.0% | 34.5% | 1.59 | 1.28 | 2.19 | ( 206) | 60.0% | 54.1% | 65.4% | 6.18 | 4.91 | 7.38 |
| PAYROLL RECAP** | ( 66) | 10.5 | 8.2 | 12.3 | .65 | .48 | .81 | ( 189) | 6.6 | 5.0 | 8.5 | .69 | .49 | .91 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

1978 TO DATE

ELEVATOR BUILDINGS
SECTION 202

22 BUILDINGS 2,148 APARTMENTS
1,214,297 RENTABLE SQUARE FEET

1978 TO DATE

ELEVATOR BUILDINGS
SECT. 8 - ELDERLY/HAND.

166 BUILDINGS 20,006 APARTMENTS
12,884,679 RENTABLE SQUARE FEET

| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | MED | LOW | HIGH | MED | LOW | HIGH | | MED | LOW | HIGH | MED | LOW | HIGH |
| INCOME | | | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 22) | 99.2% | 98.5% | 99.5% | 10.50 | 9.57 | 11.41 | ( 166) | 99.4% | 98.4% | 99.7% | 10.44 | 8.91 | 12.39 |
| RENTS-GARAGE/PARKING | ( 2) | .9 | | | .08 | | | ( 7) | .5 | | | .05 | | |
| RENTS-STORES/OFFICES | ( 3) | .2 | | | .01 | | | ( 25) | 4.1 | 1.0 | 5.9 | .34 | .14 | .57 |
| GROSS POSSIBLE RENTS | ( 22) | 99.4% | 98.5% | 99.6% | 10.50 | 9.57 | 11.41 | ( 166) | 99.5% | 99.2% | 99.7% | 10.48 | 8.91 | 12.39 |
| VACANCIES/RENT LOSS | ( 17) | .5 | .2 | 1.4 | .05 | .02 | .16 | ( 154) | .7 | .1 | 1.3 | .07 | .01 | .14 |
| TOTAL RENTS COLLECTED | ( 22) | 99.1 | 96.9 | 99.4 | 10.41 | 9.57 | 11.40 | ( 166) | 98.7 | 98.0 | 99.4 | 10.36 | 8.88 | 12.34 |
| OTHER INCOME | ( 21) | .6 | .5 | 1.5 | .07 | .05 | .15 | ( 159) | .5 | .3 | .8 | .06 | .03 | .09 |
| GROSS POSSIBLE INCOME | ( 22) | 100.0% | 100.0% | 100.0% | 10.59 | 9.62 | 11.55 | ( 166) | 100.0% | 100.0% | 100.0% | 10.58 | 9.03 | 12.50 |
| TOTAL COLLECTIONS | ( 22) | 99.7 | 98.7 | 100.0 | 10.46 | 9.62 | 11.55 | ( 166) | 99.4 | 98.7 | 99.9 | 10.57 | 8.92 | 12.45 |
| EXPENSES | | | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 16) | 4.9 | 4.3 | 5.0 | .52 | .40 | .56 | ( 166) | 4.8 | 3.9 | 5.4 | .49 | .39 | .58 |
| OTHER ADMINIST[illegible]TVE.** | ( 22) | 6.1 | 4.5 | 8.3 | .63 | .46 | .90 | ( 165) | 5.2 | 3.8 | 7.2 | .56 | .36 | .75 |
| SUBTOTAL ADMIN[illegible]. | ( 22) | 9.5% | 7.4% | 11.3% | 1.00 | .76 | 1.27 | ( 166) | 10.1% | 8.0% | 11.8% | 1.07 | .80 | 1.29 |
| SUPPLIES | ( 21) | .4 | .2 | .5 | .04 | .01 | .07 | ( 165) | .3 | .2 | .6 | .04 | .02 | .07 |
| HEATING FUEL-CA ONLY* | ( 4) | .8 | | | .10 | | | ( 46) | 1.4 | .9 | 2.6 | .17 | .10 | .28 |
| CA & APTS.* | ( 18) | 3.7 | 2.6 | 6.3 | .43 | .26 | .75 | ( 112) | 3.1 | 2.4 | 4.5 | .36 | .24 | .48 |
| ELECTRICITY--CA ONLY* | ( 6) | 3.4 | | | .41 | | | ( 101) | 2.3 | 1.7 | 3.0 | .24 | .17 | .33 |
| CA & APTS.* | ( 12) | 6.2 | 5.0 | 9.5 | .65 | .39 | 1.18 | ( 62) | 5.3 | 3.5 | 7.3 | .56 | .37 | .68 |
| WATER/SEWER--CA ONLY* | ( ) | | | | | | | ( 6) | 1.6 | | | .16 | | |
| CA & APTS.* | ( 21) | 1.5 | 1.2 | 1.9 | .13 | .10 | .20 | ( 159) | 1.2 | .8 | 1.7 | .13 | .09 | .17 |
| GAS----------CA ONLY* | ( 3) | 1.1 | | | .16 | | | ( 33) | .1 | .0 | .6 | .01 | .00 | .06 |
| CA & APTS.* | ( 12) | .6 | .3 | .9 | .10 | .03 | .11 | ( 79) | .8 | .5 | 1.0 | .08 | .06 | .11 |
| BUILDING SERVICES | ( 19) | .6 | .4 | 1.0 | .08 | .04 | .11 | ( 152) | .5 | .4 | .8 | .06 | .04 | .08 |
| OTHER OPERATING | ( 18) | .2 | .1 | 1.3 | .02 | .01 | .10 | ( 111) | .4 | .1 | 1.4 | .04 | .01 | .15 |
| SUBTOTAL OPERATING | ( 22) | 14.0% | 7.8% | 18.3% | 1.23 | .87 | 1.58 | ( 166) | 8.9% | 6.7% | 13.1% | .98 | .73 | 1.30 |
| SECURITY** | ( 15) | 1.3 | .3 | 4.1 | .26 | .03 | .39 | ( 84) | .3 | .1 | 1.5 | .03 | .01 | .17 |
| GROUNDS MAINTENANCE** | ( 21) | .8 | .4 | .9 | .09 | .04 | .12 | ( 163) | .7 | .3 | 1.3 | .07 | .04 | .12 |
| MAINTENANCE-REPAIRS | ( 22) | 3.2 | 1.7 | 3.7 | .27 | .19 | .42 | ( 165) | 2.8 | 2.0 | 4.0 | .29 | .19 | .45 |
| PAINTING/DECORATING** | ( 21) | .3 | .1 | .9 | .05 | .01 | .10 | ( 162) | .9 | .4 | 1.5 | .10 | .04 | .16 |
| SUBTOTAL MAINTENANCE | ( 22) | 5.8% | 4.3% | 9.4% | .66 | .46 | .98 | ( 166) | 5.2% | 3.4% | 8.0% | .56 | .36 | .79 |
| REAL ESTATE TAXES | ( 13) | 7.8 | 5.6 | 10.5 | .81 | .46 | 1.23 | ( 159) | 7.4 | 5.4 | 9.5 | .75 | .58 | 1.00 |
| OTHER TAX/FEE/PERMIT | ( 12) | .6 | .1 | 1.2 | .06 | .02 | .12 | ( 92) | .3 | .1 | .8 | .04 | .01 | .09 |
| INSURANCE | ( 22) | 2.5 | 1.4 | 3.7 | .27 | .12 | .40 | ( 166) | 1.8 | 1.1 | 2.6 | .18 | .11 | .30 |
| SUBTOTAL TAX-INSURNCE | ( 22) | 7.4% | 3.3% | 12.5% | .74 | .35 | 1.35 | ( 166) | 9.5% | 7.2% | 12.4% | 1.01 | .76 | 1.29 |
| RECREATNL/AMENITIES** | ( 8) | .4 | | | .07 | | | ( 32) | .4 | .2 | 1.2 | .04 | .02 | .17 |
| OTHER PAYROLL** | ( 21) | 4.8 | 3.7 | 6.4 | .53 | .40 | .62 | ( 139) | 2.5 | 1.5 | 4.6 | .29 | .16 | .51 |
| TOTAL ALL EXPENSES | ( 22) | 40.4% | 33.4% | 49.9% | 3.78 | 3.44 | 5.85 | ( 166) | 39.2% | 33.0% | 44.4% | 4.12 | 3.30 | 4.74 |
| NET OPERATING INCOME | ( 22) | 59.6% | 49.4% | 65.3% | 6.49 | 4.97 | 7.16 | ( 166) | 60.3% | 55.0% | 65.8% | 6.39 | 5.04 | 7.54 |
| PAYROLL RECAP** | ( 22) | 10.1 | 7.4 | 14.3 | 1.13 | .77 | 1.51 | ( 149) | 6.5 | 4.8 | 8.0 | .67 | .49 | .89 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

| | 1978 TO DATE<br>ELEVATOR BUILDINGS<br>ALL ELDERLY/HANDICAPPED<br>188 BUILDINGS 22,154 APARTMENTS<br>14,098,976 RENTABLE SQUARE FEET | | | | | | | 1978 TO DATE<br>ELEVATOR BUILDINGS<br>ALL FAMILY/NONELDERLY<br>18 BUILDINGS 2,474 APARTMENTS<br>1,616,109 RENTABLE SQUARE FEET | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
| | | MED | LOW | HIGH | MED | LOW | HIGH | | MED | LOW | HIGH | MED | LOW | HIGH |
| INCOME | | | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 188) | 99.4% | 98.5% | 99.6% | 10.44 | 8.91 | 12.27 | ( 18) | 97.8% | 97.0% | 99.1% | 8.87 | 7.65 | 9.96 |
| RENTS-GARAGE/PARKING | ( 9) | .7 | | | .07 | | | ( 2) | 2.5 | | | .21 | | |
| RENTS-STORES/OFFICES | ( 28) | 3.5 | .5 | 5.6 | .28 | .05 | .55 | ( 2) | 1.0 | | | .10 | | |
| GROSS POSSIBLE RENTS | ( 188) | 99.5% | 99.2% | 99.7% | 10.48 | 8.91 | 12.32 | ( 18) | 98.5% | 97.3% | 99.1% | 8.87 | 7.74 | 10.06 |
| VACANCIES/RENT LOSS | ( 171) | .7 | .1 | 1.3 | .07 | .01 | .15 | ( 15) | .6 | .1 | 1.5 | .05 | .01 | .11 |
| TOTAL RENTS COLLECTED | ( 188) | 98.7 | 98.0 | 99.4 | 10.38 | 8.88 | 12.16 | ( 18) | 97.9 | 94.7 | 98.5 | 8.44 | 7.15 | 10.05 |
| OTHER INCOME | ( 180) | .5 | .3 | .9 | .06 | .03 | .10 | ( 18) | 1.5 | .9 | 2.7 | .16 | .08 | .24 |
| GROSS POSSIBLE INCOME | ( 188) | 100.0% | 100.0% | 100.0% | 10.58 | 9.03 | 12.37 | ( 18) | 100.0% | 100.0% | 100.0% | 8.96 | 8.02 | 10.16 |
| TOTAL COLLECTIONS | ( 188) | 99.5 | 98.7 | 99.9 | 10.56 | 8.92 | 12.23 | ( 18) | 99.5 | 98.5 | 100.0 | 8.57 | 7.38 | 10.15 |
| EXPENSES | | | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 182) | 4.8 | 3.9 | 5.4 | .49 | .39 | .58 | ( 18) | 5.0 | 4.1 | 5.6 | .43 | .35 | .53 |
| OTHER ADMINISTRTVE.** | ( 187) | 5.2 | 3.8 | 7.3 | .56 | .38 | .76 | ( 18) | 6.4 | 6.1 | 8.2 | .58 | .48 | .62 |
| SUBTOTAL ADMINIST. | ( 188) | 10.0% | 8.0% | 11.7% | 1.07 | .79 | 1.29 | ( 18) | 11.2% | 10.1% | 14.6% | .93 | .90 | 1.13 |
| SUPPLIES | ( 186) | .4 | .2 | .6 | .04 | .02 | .07 | ( 18) | .5 | .4 | .8 | .05 | .03 | .08 |
| HEATING FUEL-CA ONLY* | ( 50) | 1.4 | .7 | 2.4 | .14 | .10 | .27 | ( 10) | 1.9 | | | .16 | | |
| CA & APTS.* | ( 130) | 3.2 | 2.4 | 4.7 | .36 | .24 | .51 | ( 8) | 3.5 | | | .35 | | |
| ELECTRICITY--CA ONLY* | ( 107) | 2.3 | 1.7 | 3.1 | .24 | .17 | .34 | ( 13) | 1.9 | 1.3 | 2.9 | .15 | .12 | .25 |
| CA & APTS.* | ( 74) | 5.5 | 3.5 | 7.5 | .57 | .37 | .72 | ( 5) | 2.3 | | | .13 | | |
| WATER/SEWER--CA ONLY* | ( 6) | 1.6 | | | .16 | | | ( ) | | | | | | |
| CA & APTS.* | ( 180) | 1.2 | .9 | 1.7 | .13 | .09 | .18 | ( 18) | 1.8 | 1.3 | 2.4 | .16 | .11 | .18 |
| GAS-----------CA ONLY* | ( 36) | .2 | .0 | .6 | .02 | .00 | .06 | ( 4) | .7 | | | .05 | | |
| CA & APTS.* | ( 91) | .7 | .5 | 1.0 | .08 | .05 | .11 | ( 7) | 1.2 | | | .11 | | |
| BUILDING SERVICES | ( 171) | .5 | .4 | .8 | .06 | .04 | .08 | ( 15) | .7 | .4 | .9 | .05 | .03 | .07 |
| OTHER OPERATING | ( 129) | .3 | .1 | 1.4 | .04 | .01 | .15 | ( 14) | .6 | .1 | 1.7 | .05 | .01 | .14 |
| SUBTOTAL OPERATING | ( 188) | 9.1% | 7.0% | 13.4% | 1.02 | .76 | 1.34 | ( 18) | 9.3% | 6.6% | 12.8% | .79 | .57 | .96 |
| SECURITY** | ( 99) | .3 | .1 | 1.8 | .04 | .01 | .25 | ( 7) | 1.2 | | | .10 | | |
| GROUNDS MAINTENANCE** | ( 184) | .7 | .3 | 1.3 | .07 | .04 | .12 | ( 18) | .7 | .4 | 1.5 | .07 | .03 | .12 |
| MAINTENANCE-REPAIRS | ( 187) | 2.8 | 1.9 | 4.0 | .29 | .19 | .45 | ( 17) | 3.6 | 2.3 | 4.2 | .26 | .18 | .42 |
| PAINTING/DECORATING** | ( 183) | .9 | .3 | 1.5 | .10 | .03 | .16 | ( 17) | 1.2 | .5 | 1.6 | .12 | .04 | .17 |
| SUBTOTAL MAINTENANCE | ( 188) | 5.4% | 3.4% | 8.4% | .56 | .36 | .80 | ( 18) | 6.1% | 5.0% | 9.0% | .62 | .40 | .80 |
| REAL ESTATE TAXES | ( 172) | 7.5 | 5.5 | 9.8 | .75 | .58 | 1.01 | ( 18) | 7.5 | 4.1 | 10.6 | .75 | .39 | .86 |
| OTHER TAX/FEE/PERMIT | ( 104) | .3 | .1 | .9 | .04 | .01 | .10 | ( 12) | 1.3 | .4 | 1.8 | .12 | .03 | .13 |
| INSURANCE | ( 188) | 1.8 | 1.1 | 2.7 | .19 | .11 | .30 | ( 18) | 2.5 | 1.5 | 4.2 | .26 | .13 | .33 |
| SUBTOTAL TAX-INSURNCE | ( 188) | 9.3% | 7.1% | 12.4% | .99 | .73 | 1.29 | ( 18) | 12.0% | 9.4% | 13.4% | 1.05 | .82 | 1.18 |
| RECREATNL/AMENITIES** | ( 40) | .4 | .2 | 1.2 | .04 | .02 | .15 | ( 2) | 1.6 | | | .13 | | |
| OTHER PAYROLL** | ( 160) | 3.3 | 1.8 | 4.9 | .31 | .17 | .53 | ( 14) | 3.8 | 2.1 | 4.5 | .31 | .15 | .39 |
| TOTAL ALL EXPENSES | ( 188) | 39.2% | 33.1% | 44.6% | 4.10 | 3.33 | 4.82 | ( 18) | 42.2% | 36.5% | 52.5% | 3.96 | 3.01 | 4.52 |
| NET OPERATING INCOME | ( 188) | 60.1% | 54.5% | 65.7% | 6.39 | 5.04 | 7.47 | ( 18) | 58.0% | 46.4% | 63.5% | 5.18 | 3.87 | 6.10 |
| PAYROLL RECAP** | ( 171) | 6.6 | 5.0 | 8.5 | .70 | .50 | .91 | ( 18) | 7.1 | 4.9 | 8.3 | .59 | .42 | .89 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

1965 - 1977
LOW RISE BUILDINGS
130 BUILDINGS 11,089 APARTMENTS
8,483,692 RENTABLE SQUARE FEET

1965 - 1977
LOW RISE BUILDINGS
SECT. 8 - ELDERLY/HAND.
24 BUILDINGS 1,897 APARTMENTS
1,101,903 RENTABLE SQUARE FEET

| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | MED | LOW | HIGH | MED | LOW | HIGH | | MED | LOW | HIGH | MED | LOW | HIGH |
| INCOME | | | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 130) | 98.6% | 97.4% | 99.3% | 5.14 | 3.98 | 6.89 | ( 24) | 99.5% | 98.6% | 99.6% | 8.39 | 6.72 | 9.12 |
| RENTS-GARAGE/PARKING | ( 8) | 1.5 | | | .12 | | | ( ) | | | | | | |
| RENTS-STORES/OFFICES | ( 4) | .8 | | | .05 | | | ( ) | | | | | | |
| GROSS POSSIBLE RENTS | ( 130) | 98.7% | 97.6% | 99.4% | 5.14 | 3.98 | 6.89 | ( 24) | 99.5% | 98.6% | 99.6% | 8.39 | 6.72 | 9.12 |
| VACANCIES/RENT LOSS | ( 119) | 1.4 | .6 | 3.1 | .08 | .03 | .17 | ( 20) | 1.1 | .6 | 2.4 | .11 | .04 | .24 |
| TOTAL RENTS COLLECTED | ( 130) | 97.1 | 94.3 | 98.1 | 4.94 | 3.87 | 6.83 | ( 24) | 97.9 | 96.4 | 98.9 | 8.10 | 6.61 | 9.05 |
| OTHER INCOME | ( 125) | 1.3 | .8 | 2.5 | .08 | .04 | .12 | ( 24) | .5 | .4 | 1.4 | .05 | .03 | .12 |
| GROSS POSSIBLE INCOME | ( 130) | 100.0% | 100.0% | 100.0% | 5.17 | 4.08 | 6.94 | ( 24) | 100.0% | 100.0% | 100.0% | 8.41 | 6.75 | 9.16 |
| TOTAL COLLECTIONS | ( 130) | 98.8 | 97.2 | 99.5 | 5.01 | 3.92 | 6.89 | ( 24) | 99.2 | 98.0 | 99.9 | 8.12 | 6.75 | 9.09 |
| EXPENSES | | | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 127) | 6.2 | 5.4 | 7.2 | .33 | .25 | .45 | ( 22) | 5.6 | 5.0 | 5.9 | .46 | .38 | .52 |
| OTHER ADMINISTRTVE.** | ( 130) | 7.3 | 4.8 | 9.8 | .38 | .23 | .51 | ( 24) | 5.9 | 3.9 | 9.3 | .48 | .32 | .68 |
| SUBTOTAL ADMINIST. | ( 130) | 13.4% | 10.6% | 16.3% | .71 | .55 | .87 | ( 24) | 10.7% | 9.3% | 14.3% | .87 | .70 | 1.03 |
| SUPPLIES | ( 116) | .4 | .2 | .6 | .02 | .01 | .04 | ( 23) | .3 | .2 | .7 | .03 | .02 | .05 |
| HEATING FUEL-CA ONLY* | ( 26) | .5 | .2 | 1.4 | .02 | .01 | .07 | ( 3) | 1.8 | | | .12 | | |
| CA & APTS.* | ( 94) | 6.4 | 3.6 | 9.1 | .35 | .22 | .52 | ( 21) | 3.3 | 2.5 | 5.1 | .25 | .20 | .42 |
| ELECTRICITY--CA ONLY* | ( 56) | 2.0 | 1.1 | 2.9 | .08 | .05 | .15 | ( 5) | 2.9 | | | .32 | | |
| CA & APTS.* | ( 74) | 7.8 | 6.1 | 10.1 | .42 | .32 | .66 | ( 19) | 6.9 | 5.7 | 8.2 | .56 | .41 | .69 |
| WATER/SEWER--CA ONLY* | ( 4) | 1.3 | | | .09 | | | ( ) | | | | | | |
| CA & APTS.* | ( 125) | 3.4 | 1.9 | 4.8 | .16 | .12 | .24 | ( 24) | 1.7 | 1.3 | 2.6 | .15 | .08 | .21 |
| GAS----------CA ONLY* | ( 23) | .4 | .2 | .8 | .01 | .01 | .04 | ( 1) | .6 | | | .04 | | |
| CA & APTS.* | ( 64) | 2.9 | 1.4 | 3.9 | .16 | .12 | .22 | ( 11) | 1.2 | 1.0 | 1.9 | .13 | .08 | .25 |
| BUILDING SERVICES | ( 102) | 1.4 | .8 | 2.2 | .07 | .04 | .11 | ( 21) | .7 | .5 | 1.1 | .06 | .04 | .09 |
| OTHER OPERATING | ( 72) | .5 | .3 | 1.5 | .04 | .01 | .08 | ( 19) | .4 | .2 | 1.4 | .04 | .02 | .08 |
| SUBTOTAL OPERATING | ( 130) | 18.1% | 12.1% | 24.0% | .95 | .62 | 1.35 | ( 24) | 13.7% | 11.3% | 18.2% | 1.27 | .95 | 1.44 |
| SECURITY** | ( 48) | .6 | .2 | 2.1 | .03 | .01 | .12 | ( 7) | .4 | | | .03 | | |
| GROUNDS MAINTENANCE** | ( 119) | 1.7 | .9 | 3.0 | .09 | .05 | .16 | ( 22) | 1.1 | .9 | 1.6 | .09 | .06 | .17 |
| MAINTENANCE-REPAIRS | ( 129) | 5.9 | 3.6 | 9.3 | .30 | .21 | .50 | ( 24) | 4.1 | 3.0 | 5.0 | .35 | .21 | .42 |
| PAINTING/DECORATING** | ( 127) | 1.6 | .9 | 3.1 | .08 | .05 | .16 | ( 23) | .9 | .5 | 1.3 | .07 | .05 | .09 |
| SUBTOTAL MAINTENANCE | ( 130) | 11.0% | 6.8% | 15.2% | .55 | .38 | .84 | ( 24) | 6.5% | 4.8% | 8.5% | .58 | .36 | .71 |
| REAL ESTATE TAXES | ( 130) | 7.6 | 3.7 | 9.7 | .33 | .19 | .57 | ( 24) | 7.6 | 4.0 | 9.7 | .67 | .32 | .76 |
| OTHER TAX/FEE/PERMIT | ( 73) | .4 | .2 | 1.6 | .02 | .01 | .07 | ( 7) | 1.0 | | | .09 | | |
| INSURANCE | ( 128) | 3.7 | 2.2 | 5.8 | .19 | .11 | .28 | ( 24) | 1.9 | 1.3 | 3.4 | .15 | .12 | .23 |
| SUBTOTAL TAX-INSURNCE | ( 130) | 11.6% | 9.4% | 14.6% | .60 | .44 | .84 | ( 24) | 11.2% | 7.0% | 13.5% | .83 | .60 | 1.05 |
| RECREATNL/AMENITIES** | ( 15) | .4 | .1 | 1.5 | .02 | .01 | .12 | ( 4) | .4 | | | .03 | | |
| OTHER PAYROLL** | ( 97) | 8.0 | 4.4 | 12.2 | .37 | .25 | .62 | ( 22) | 4.1 | 2.2 | 7.2 | .30 | .19 | .62 |
| TOTAL ALL EXPENSES | ( 130) | 67.0% | 53.9% | 73.2% | 3.36 | 2.64 | 4.11 | ( 24) | 46.7% | 40.1% | 54.8% | 3.90 | 3.48 | 4.21 |
| NET OPERATING INCOME | ( 130) | 31.2% | 22.7% | 45.0% | 1.57 | 1.03 | 2.64 | ( 24) | 53.6% | 44.9% | 58.2% | 4.44 | 3.18 | 5.30 |
| PAYROLL RECAP** | ( 120) | 10.9 | 5.4 | 14.7 | .58 | .37 | .71 | ( 23) | 6.5 | 4.9 | 10.4 | .62 | .44 | .84 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

1965 - 1977

LOW RISE BUILDINGS
SECTION 221(D)3

31 BUILDINGS 2,376 APARTMENTS
1,716,141 RENTABLE SQUARE FEET

1965 - 1977

LOW RISE BUILDINGS
SECTION 236

48 BUILDINGS 4,849 APARTMENTS
4,022,486 RENTABLE SQUARE FEET

| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | MED | LOW | HIGH | MED | LOW | HIGH | | MED | LOW | HIGH | MED | LOW | HIGH |
| INCOME | | | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 31) | 98.7% | 97.7% | 99.1% | 5.76 | 4.44 | 6.93 | ( 48) | 98.0% | 96.6% | 98.9% | 4.08 | 3.43 | 5.10 |
| RENTS-GARAGE/PARKING | ( 1) | 2.3 | | | .15 | | | ( 2) | 4.0 | | | .19 | | |
| RENTS-STORES/OFFICES | ( 1) | .2 | | | .02 | | | ( 3) | .8 | | | .05 | | |
| GROSS POSSIBLE RENTS | ( 31) | 98.7% | 97.7% | 99.1% | 5.76 | 4.44 | 6.93 | ( 48) | 98.2% | 96.6% | 98.9% | 4.20 | 3.43 | 5.10 |
| VACANCIES/RENT LOSS | ( 30) | 1.4 | .6 | 2.3 | .08 | .04 | .16 | ( 44) | 1.6 | .6 | 3.0 | .07 | .03 | .14 |
| TOTAL RENTS COLLECTED | ( 31) | 97.1 | 94.9 | 97.6 | 5.69 | 4.29 | 6.89 | ( 48) | 96.7 | 94.0 | 97.8 | 4.13 | 3.31 | 5.06 |
| OTHER INCOME | ( 31) | 1.3 | .8 | 2.2 | .08 | .05 | .11 | ( 44) | 2.1 | 1.2 | 3.4 | .09 | .05 | .14 |
| GROSS POSSIBLE INCOME | ( 31) | 100.0% | 100.0% | 100.0% | 6.02 | 4.50 | 7.02 | ( 48) | 100.0% | 100.0% | 100.0% | 4.35 | 3.51 | 5.17 |
| TOTAL COLLECTIONS | ( 31) | 98.8 | 97.7 | 99.4 | 5.99 | 4.39 | 6.97 | ( 48) | 98.8 | 97.2 | 99.5 | 4.23 | 3.42 | 5.14 |
| EXPENSES | | | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 30) | 6.0 | 5.8 | 6.9 | .35 | .30 | .47 | ( 48) | 7.0 | 5.8 | 8.2 | .28 | .24 | .38 |
| OTHER ADMINISTRTVE.** | ( 31) | 6.0 | 4.8 | 7.3 | .38 | .24 | .48 | ( 48) | 8.9 | 6.7 | 11.5 | .39 | .26 | .53 |
| SUBTOTAL ADMINIST. | ( 31) | 12.0% | 10.6% | 13.2% | .74 | .56 | .87 | ( 48) | 16.0% | 13.6% | 18.4% | .69 | .52 | .85 |
| SUPPLIES | ( 28) | .6 | .4 | .7 | .03 | .02 | .05 | ( 41) | .3 | .1 | .6 | .01 | .01 | .03 |
| HEATING FUEL-CA ONLY* | ( 2) | .5 | | | .02 | | | ( 13) | .6 | .4 | 1.4 | .02 | .01 | .05 |
| CA & APTS.* | ( 28) | 6.9 | 3.9 | 7.7 | .41 | .22 | .53 | ( 30) | 9.1 | 6.6 | 11.2 | .40 | .29 | .61 |
| ELECTRICITY--CA ONLY* | ( 4) | 2.1 | | | .07 | | | ( 28) | 2.0 | 1.4 | 3.0 | .07 | .05 | .13 |
| CA & APTS.* | ( 27) | 7.8 | 6.7 | 10.2 | .42 | .32 | .74 | ( 20) | 8.7 | 6.5 | 10.9 | .42 | .32 | .50 |
| WATER/SEWER--CA ONLY* | ( 1) | .4 | | | .01 | | | ( 1) | 1.3 | | | .09 | | |
| CA & APTS.* | ( 30) | 3.9 | 2.2 | 4.6 | .24 | .13 | .31 | ( 47) | 4.0 | 2.8 | 5.4 | .16 | .13 | .22 |
| GAS----------CA ONLY* | ( 1) | 3.0 | | | .24 | | | ( 16) | .4 | .2 | .8 | .01 | .01 | .02 |
| CA & APTS.* | ( 21) | 3.2 | 2.3 | 3.8 | .19 | .16 | .22 | ( 20) | 2.7 | 1.3 | 3.9 | .15 | .07 | .17 |
| BUILDING SERVICES | ( 21) | 1.6 | 1.2 | 2.0 | .07 | .05 | .11 | ( 36) | 1.4 | 1.0 | 2.0 | .06 | .03 | .09 |
| OTHER OPERATING | ( 16) | .4 | .4 | 1.0 | .04 | .03 | .04 | ( 23) | 1.2 | .5 | 2.4 | .05 | .02 | .09 |
| SUBTOTAL OPERATING | ( 31) | 21.9% | 18.5% | 25.3% | 1.30 | .90 | 1.80 | ( 48) | 18.1% | 14.2% | 24.0% | .84 | .58 | 1.14 |
| SECURITY** | ( 12) | .8 | .4 | 2.4 | .06 | .02 | .14 | ( 23) | .6 | .1 | 1.1 | .03 | .01 | .05 |
| GROUNDS MAINTENANCE** | ( 23) | 2.2 | 1.1 | 2.8 | .12 | .05 | .16 | ( 47) | 2.5 | 1.2 | 4.2 | .11 | .04 | .21 |
| MAINTENANCE-REPAIRS | ( 30) | 8.0 | 6.1 | 13.5 | .47 | .27 | .95 | ( 48) | 5.8 | 4.3 | 10.5 | .25 | .17 | .42 |
| PAINTING/DECORATING** | ( 31) | 2.7 | 1.4 | 5.2 | .15 | .07 | .36 | ( 47) | 1.8 | .9 | 3.6 | .09 | .03 | .15 |
| SUBTOTAL MAINTENANCE | ( 31) | 14.2% | 11.2% | 17.7% | .74 | .48 | 1.19 | ( 48) | 12.0% | 8.3% | 18.4% | .52 | .33 | .80 |
| REAL ESTATE TAXES | ( 31) | 2.2 | 1.5 | 6.5 | .12 | .10 | .31 | ( 48) | 8.8 | 6.6 | 11.0 | .36 | .25 | .51 |
| OTHER TAX/FEE/PERMIT | ( 21) | .2 | .1 | .3 | .02 | .01 | .02 | ( 30) | 1.0 | .3 | 1.7 | .04 | .02 | .11 |
| INSURANCE | ( 31) | 5.5 | 3.7 | 7.7 | .30 | .17 | .54 | ( 48) | 3.8 | 2.7 | 5.7 | .17 | .11 | .26 |
| SUBTOTAL TAX-INSURNCE | ( 31) | 9.4% | 7.6% | 11.1% | .54 | .43 | .75 | ( 48) | 13.9% | 11.9% | 16.4% | .54 | .44 | .78 |
| RECREATNL/AMENITIES** | ( 2) | 2.2 | | | .21 | | | ( 6) | .4 | | | .02 | | |
| OTHER PAYROLL** | ( 18) | 12.4 | 7.9 | 14.3 | .59 | .38 | .73 | ( 38) | 9.0 | 4.2 | 11.3 | .32 | .19 | .48 |
| TOTAL ALL EXPENSES | ( 31) | 69.9% | 64.7% | 73.1% | 3.63 | 2.97 | 4.78 | ( 48) | 70.8% | 64.8% | 78.6% | 3.12 | 2.33 | 3.76 |
| NET OPERATING INCOME | ( 31) | 28.4% | 23.9% | 31.9% | 1.63 | 1.23 | 2.11 | ( 48) | 25.7% | 21.1% | 32.3% | 1.06 | .84 | 1.53 |
| PAYROLL RECAP** | ( 29) | 9.9 | 3.8 | 14.2 | .51 | .29 | .64 | ( 44) | 13.6 | 9.7 | 16.2 | .60 | .39 | .68 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

## MEDIAN INCOME AND OPERATING COSTS

BY BUILDING TYPE AND
SUBSIDY TYPE

| | 1965 - 1977<br>LOW RISE BUILDINGS<br>SECT. 8 - FAMILY<br>26 BUILDINGS 1,922 APARTMENTS<br>1,622,537 PENTABLE SQUARE FEET | | | | | | | 1965 - 1977<br>LOW RISE BUILDINGS<br>ALL ELDERLY/HANDICAPPED<br>25 BUILDINGS 1,942 APARTMENTS<br>,122,528 RENTABLE SQUARE FEET | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
| | | MED | LOW | HIGH | MED | LOW | HIGH | | MED | LOW | HIGH | MED | LOW | HIGH |
| INCOME | | | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 26) | 98.7% | 97.2% | 98.9% | 4.63 | 3.99 | 5.84 | ( 25) | 99.5% | 98.6% | 99.6% | 8.31 | 6.72 | 9.12 |
| RENTS-GARAGE/PARKING | ( 4) | 1.5 | | | .12 | | | ( 1) | .4 | | | .03 | | |
| RENTS-STORES/OFFICES | ( ) | | | | | | | ( ) | | | | | | |
| GROSS POSSIBLE RENTS | ( 26) | 98.7% | 97.9% | 99.1% | 4.63 | 3.99 | 5.85 | ( 25) | 99.5% | 98.6% | 99.6% | 8.31 | 6.72 | 9.12 |
| VACANCIES/RENT LOSS | ( 24) | 1.9 | .6 | 5.2 | .08 | .03 | .27 | ( 21) | 1.1 | .6 | 2.4 | .11 | .04 | .24 |
| TOTAL RENTS COLLECTED | ( 26) | 96.9 | 93.5 | 98.3 | 4.50 | 3.91 | 5.79 | ( 25) | 97.8 | 96.4 | 98.9 | 8.04 | 6.61 | 9.05 |
| OTHER INCOME | ( 25) | 1.3 | 1.1 | 2.1 | .07 | .05 | .09 | ( 25) | .5 | .4 | 1.4 | .05 | .03 | .12 |
| GROSS POSSIBLE INCOME | ( 26) | 100.0% | 100.0% | 100.0% | 4.77 | 4.12 | 5.92 | ( 25) | 100.0% | 100.0% | 100.0% | 8.33 | 6.75 | 9.16 |
| TOTAL COLLECTIONS | ( 26) | 99.0 | 94.8 | 99.4 | 4.72 | 3.96 | 5.86 | ( 25) | 99.2 | 97.8 | 99.9 | 8.07 | 6.75 | 9.09 |
| EXPENSES | | | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 26) | 6.5 | 5.7 | 7.0 | .30 | .23 | .40 | ( 23) | 5.6 | 5.0 | 5.9 | .46 | .38 | .52 |
| OTHER ADMINISTRTVE.** | ( 26) | 6.5 | 2.9 | 8.5 | .34 | .17 | .40 | ( 25) | 5.8 | 3.8 | 9.3 | .47 | .28 | .68 |
| SUBTOTAL ADMINIST. | ( 26) | 13.4% | 9.2% | 14.6% | .63 | .52 | .72 | ( 25) | 10.7% | 9.3% | 14.3% | .86 | .70 | 1.03 |
| SUPPLIES | ( 23) | .3 | .1 | .6 | .01 | .01 | .03 | ( 24) | .3 | .2 | .7 | .03 | .02 | .05 |
| HEATING FUEL-CA ONLY* | ( 8) | .3 | | | .02 | | | ( 3) | 1.8 | | | .12 | | |
| CA & APTS.* | ( 14) | 4.3 | 3.4 | 6.8 | .24 | .14 | .30 | ( 22) | 3.6 | 2.5 | 5.3 | .33 | .20 | .44 |
| ELECTRICITY--CA ONLY* | ( 18) | 1.3 | 1.1 | 2.0 | .09 | .05 | .12 | ( 6) | 4.7 | | | .32 | | |
| CA & APTS.* | ( 8) | 7.8 | | | .37 | | | ( 19) | 6.9 | 5.7 | 8.2 | .56 | .41 | .69 |
| WATER/SEWER--CA ONLY* | ( 2) | 10.3 | | | .29 | | | ( ) | | | | | | |
| CA & APTS.* | ( 23) | 3.0 | 1.9 | 5.2 | .16 | .10 | .23 | ( 25) | 1.7 | 1.3 | 2.8 | .15 | .08 | .22 |
| GAS----------CA ONLY* | ( 5) | .4 | | | .01 | | | ( 1) | .6 | | | .04 | | |
| CA & APTS.* | ( 12) | 3.5 | 2.0 | 4.3 | .18 | .13 | .21 | ( 11) | 1.2 | 1.0 | 1.9 | .13 | .08 | .25 |
| BUILDING SERVICES | ( 23) | 1.7 | .9 | 2.6 | .09 | .04 | .11 | ( 22) | .8 | .5 | 1.1 | .06 | .04 | .09 |
| OTHER OPERATING | ( 13) | .3 | .1 | 1.4 | | .01 | .09 | ( 20) | .4 | .2 | 1.4 | .04 | .02 | .08 |
| SUBTOTAL OPERATING | ( 26) | 14.0% | 8.4% | 20.8% | .66 | .34 | 1.05 | ( 25) | 13.7% | 11.3% | 19.4% | 1.27 | .95 | 1.45 |
| SECURITY** | ( 6) | .5 | | | .02 | | | ( 7) | .4 | | | .03 | | |
| GROUNDS MAINTENANCE** | ( 26) | 1.4 | .7 | 2.1 | .07 | .03 | .13 | ( 23) | 1.1 | .8 | 1.4 | .09 | .06 | .14 |
| MAINTENANCE-REPAIRS | ( 26) | 7.0 | 2.9 | 9.6 | .31 | .15 | .44 | ( 25) | 3.8 | 2.9 | 5.0 | .34 | .21 | .42 |
| PAINTING/DECORATING** | ( 25) | 1.4 | .9 | 2.0 | .06 | .05 | .09 | ( 24) | .9 | .5 | 1.3 | .07 | .05 | .09 |
| SUBTOTAL MAINTENANCE | ( 26) | 10.6% | 5.5% | 14.6% | .51 | .37 | .67 | ( 25) | 6.5% | 4.7% | 8.5% | .55 | .33 | .71 |
| REAL ESTATE TAXES | ( 26) | 7.7 | 5.8 | 9.2 | .37 | .31 | .56 | ( 25) | 7.6 | 4.0 | 10.3 | .67 | .32 | .77 |
| OTHER TAX/FEE/PERMIT | ( 14) | .5 | .1 | 1.0 | .02 | .01 | .06 | ( 8) | 1.6 | | | .10 | | |
| INSURANCE | ( 24) | 2.8 | 2.4 | 5.3 | .19 | .11 | .25 | ( 25) | 1.9 | 1.3 | 3.4 | .15 | .12 | .23 |
| SUBTOTAL TAX-INSURNCE | ( 26) | 11.0% | 9.2% | 13.6% | .61 | .42 | .84 | ( 25) | 11.2% | 7.0% | 13.7% | .83 | .60 | 1.05 |
| RECREATNL AMENITIES** | ( 3) | .5 | | | .04 | | | ( 4) | .4 | | | .03 | | |
| OTHER PAYROLL** | ( 18) | 8.4 | 6.5 | 12.9 | .38 | .30 | .69 | ( 23) | 4.1 | 2.2 | 7.0 | .30 | .19 | .57 |
| TOTAL ALL EXPENSES | ( 26) | 58.3% | 44.7% | 65.9% | 3.01 | 2.09 | 3.51 | ( 25) | 46.7% | 40.1% | 55.2% | 3.90 | 3.48 | 4.30 |
| NET OPERATING INCOME | ( 26) | 39.3% | 29.3% | 51.6% | 1.90 | 1.14 | 2.67 | ( 25) | 52.7% | 40.1% | 58.2% | 3.84 | 2.82 | 5.30 |
| PAYROLL RECAP** | ( 23) | 12.4 | 6.7 | 17.0 | .57 | .41 | .73 | ( 24) | 6.9 | 5.2 | 10.4 | .62 | .47 | .84 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation o[illegible] report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

AGE GROUP REPORTS
U.S.A.

## MEDIAN INCOME AND OPERATING COSTS

BY BUILDING TYPE AND
SUBSIDY TYPE

| | 1965 - 1977 LOW RISE BUILDINGS ALL FAMILY/NONELDERLY 105 BUILDINGS 9,147 APARTMENTS 7,361,164 RENTABLE SQUARE FEET | | | | | | | 1978 TO DATE LOW RISE BUILDINGS 190 BUILDINGS 14,636 APARTMENTS 10,239,105 RENTABLE SQUARE FEET | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
| | | MED | LOW | HIGH | MED | LOW | HIGH | | MED | LOW | HIGH | MED | LOW | HIGH |
| INCOME | | | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 105) | 98.5% | 97.0% | 99.0% | 4.52 | 3.76 | 6.05 | ( 189) | 98.9% | 97.5% | 99.4% | 8.20 | 6.36 | 9.81 |
| RENTS-GARAGE/PARKING | ( 7) | 1.5 | | | .12 | | | ( 8) | 3.7 | | | .23 | | |
| RENTS-STORES/OFFICES | ( 4) | .8 | | | .05 | | | ( 4) | .3 | | | .02 | | |
| GROSS POSSIBLE RENTS | ( 105) | 98.6% | 97.1% | 99.1% | 4.52 | 3.76 | 6.06 | ( 190) | 99.0% | 97.7% | 99.4% | 8.22 | 6.36 | 9.81 |
| VACANCIES/RENT LOSS | ( 98) | 1.6 | .6 | 3.4 | .08 | .03 | .16 | ( 155) | .4 | .1 | 1.2 | .03 | .01 | .09 |
| TOTAL RENTS COLLECTED | ( 105) | 96.9 | 94.0 | 97.9 | 4.43 | 3.58 | 5.97 | ( 190) | 98.2 | 96.5 | 99.1 | 8.15 | 6.23 | 9.77 |
| OTHER INCOME | ( 100) | 1.4 | 1.1 | 3.0 | .08 | .05 | .11 | ( 183) | 1.1 | .6 | 2.4 | .10 | .05 | .17 |
| GROSS POSSIBLE INCOME | ( 105) | 100.0% | 100.0% | 100.0% | 4.61 | 3.92 | 6.11 | ( 190) | 100.0% | 100.0% | 100.0% | 8.29 | 6.55 | 9.93 |
| TOTAL COLLECTIONS | ( 105) | 98.8 | 97.0 | 99.4 | 4.55 | 3.71 | 6.05 | ( 190) | 99.7 | 99.1 | 100.0 | 8.24 | 6.37 | 9.87 |
| EXPENSES | | | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 104) | 6.5 | 5.7 | 7.5 | .32 | .25 | .41 | ( 190) | 5.3 | 4.3 | 6.1 | .42 | .34 | .53 |
| OTHER ADMINISTRTVE.** | ( 105) | 7.4 | 5.4 | 9.8 | .37 | .23 | .48 | ( 188) | 6.1 | 4.3 | 8.3 | .51 | .36 | .67 |
| SUBTOTAL ADMINIST. | ( 105) | 13.6% | 10.9% | 17.0% | .66 | .52 | .84 | ( 190) | 11.6% | 9.0% | 13.6% | .92 | .73 | 1.15 |
| SUPPLIES | ( 92) | .4 | .2 | .6 | .02 | .01 | .04 | ( 166) | .2 | .1 | .4 | .02 | .01 | .04 |
| HEATING FUEL-CA ONLY* | ( 23) | .4 | .2 | .8 | .02 | .01 | .03 | ( 82) | .8 | .5 | 1.5 | .06 | .03 | .11 |
| CA & APTS.* | ( 72) | 6.9 | 4.3 | 9.9 | .35 | .23 | .52 | ( 80) | 3.3 | 2.6 | 5.1 | .31 | .22 | .41 |
| ELECTRICITY--CA ONLY* | ( 50) | 1.9 | 1.1 | 2.7 | .07 | .05 | .12 | ( 130) | 1.7 | .8 | 2.7 | .12 | .06 | .23 |
| CA & APTS.* | ( 55) | 8.1 | 6.4 | 10.3 | .40 | .32 | .61 | ( 56) | 5.4 | 4.1 | 6.1 | .49 | .36 | .60 |
| WATER/SEWER--CA ONLY* | ( 4) | 1.3 | | | .09 | | | ( 10) | 2.1 | | | .12 | | |
| CA & APTS.* | ( 100) | 3.9 | 2.5 | 5.2 | .17 | .13 | .25 | ( 179) | 1.8 | 1.1 | 2.7 | .15 | .10 | .20 |
| GAS----------CA ONLY* | ( 22) | .4 | .2 | 2.2 | .01 | .01 | .10 | ( 66) | .3 | .1 | .6 | .02 | .01 | .05 |
| CA & APTS.* | ( 53) | 3.0 | 2.0 | 3.9 | .17 | .12 | .21 | ( 42) | .9 | .6 | 1.3 | .09 | .06 | .14 |
| BUILDING SERVICES | ( 80) | 1.5 | 1.0 | 2.3 | .07 | .04 | .11 | ( 153) | .7 | .4 | 1.2 | .06 | .04 | .10 |
| OTHER OPERATING | ( 52) | .7 | .3 | 1.7 | .04 | .01 | .08 | ( 124) | .4 | .1 | .8 | .03 | .01 | .07 |
| SUBTOTAL OPERATING | ( 105) | 18.5% | 12.8% | 24.2% | .91 | .58 | 1.30 | ( 190) | 8.4% | 5.9% | 11.4% | .62 | .47 | 1.03 |
| SECURITY** | ( 41) | .6 | .2 | 2.2 | .03 | .01 | .14 | ( 54) | .3 | .1 | .8 | .02 | .01 | .07 |
| GROUNDS MAINTENANCE** | ( 96) | 2.1 | 1.0 | 3.6 | .08 | .04 | .16 | ( 188) | 1.4 | .7 | 2.2 | .10 | .05 | .17 |
| MAINTENANCE-REPAIRS | ( 104) | 6.7 | 4.3 | 10.5 | .29 | .21 | .51 | ( 190) | 2.8 | 1.7 | 4.1 | .23 | .13 | .34 |
| PAINTING/DECORATING** | ( 103) | 1.8 | 1.0 | 3.6 | .08 | .05 | .17 | ( 176) | .7 | .3 | 1.7 | .06 | .03 | .13 |
| SUBTOTAL MAINTENANCE | ( 105) | 12.6% | 8.0% | 17.1% | .54 | .39 | .88 | ( 190) | 5.3% | 3.5% | 8.0% | .42 | .30 | .64 |
| REAL ESTATE TAXES | ( 105) | 7.5 | 3.2 | 9.7 | .32 | .17 | .45 | ( 177) | 6.4 | 5.0 | 8.7 | .55 | .33 | .85 |
| OTHER TAX/FEE/PERMIT | ( 65) | .4 | .2 | 1.3 | .02 | .01 | .06 | ( 83) | .3 | .1 | .8 | .03 | .01 | .05 |
| INSURANCE | ( 103) | 4.3 | 2.6 | 6.0 | .19 | .11 | .30 | ( 189) | 2.1 | 1.5 | 3.1 | .16 | .11 | .26 |
| SUBTOTAL TAX-INSURNCE | ( 105) | 11.8% | 9.6% | 14.7% | .54 | .43 | .78 | ( 190) | 8.9% | 7.0% | 11.4% | .71 | .48 | 1.02 |
| RECREATNL/AMENITIES** | ( 11) | .4 | .1 | 1.7 | .02 | .00 | .12 | ( 30) | .3 | .1 | 1.0 | .03 | .01 | .11 |
| OTHER PAYROLL** | ( 74) | 9.4 | 5.3 | 12.7 | .38 | .26 | .62 | ( 149) | 3.3 | 2.2 | 4.7 | .29 | .17 | .38 |
| TOTAL ALL EXPENSES | ( 105) | 68.5% | 60.7% | 74.6% | 3.15 | 2.41 | 3.96 | ( 190) | 38.7% | 33.[illegible] | 43.3% | 3.19 | 2.47 | 3.80 |
| NET OPERATING INCOME | ( 105) | 29.3% | 22.2% | 35.4% | 1.38 | .96 | 1.90 | ( 190) | 60.5% | 55.[illegible] | 65.3% | 5.00 | 3.71 | 6.24 |
| PAYROLL RECAP** | ( 96) | 11.9 | 6.0 | 15.9 | .56 | .37 | .69 | ( 174) | 7.4 | 5.4 | 9.4 | .60 | .43 | .76 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

| | 1978 TO DATE<br>LOW RISE BUILDINGS<br>SECTION 202 | | | | | | | 1978 TO DATE<br>LOW RISE BUILDINGS<br>SECT. 8 - ELDERLY/HAND. | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | 18 BUILDINGS 1,360 APARTMENTS<br>857,055 RENTABLE SQUARE FEET | | | | | | | 88 BUILDINGS 7,014 APARTMENTS<br>4,500,282 RENTABLE SQUARE FEET | | | | | | |
| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
| | | MED | LOW | HIGH | MED | LOW | HIGH | | MED | LOW | HIGH | MED | LOW | HIGH |
| INCOME | | | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 17) | 99.1% | 97.0% | 99.4% | 8.36 | 7.58 | 8.84 | ( 88) | 99.0% | 97.9% | 99.5% | 9.07 | 7.76 | 11.36 |
| RENTS-GARAGE/PARKING | ( 1) | 98.5 | | | 10.00 | | | ( 1) | .0 | | | .00 | | |
| RENTS-STORES/OFFICES | ( 1) | .3 | | | .02 | | | ( 1) | .8 | | | .08 | | |
| GROSS POSSIBLE RENTS | ( 18) | 99.1% | 97.0% | 99.4% | 8.36 | 7.58 | 9.49 | ( 88) | 99.0% | 97.9% | 99.5% | 9.07 | 7.76 | 11.36 |
| VACANCIES/RENT LOSS | ( 13) | .4 | .1 | 1.4 | .04 | .01 | .07 | ( 75) | .3 | .1 | .8 | .03 | .01 | .07 |
| TOTAL RENTS COLLECTED | ( 18) | 98.9 | 96.9 | 99.3 | 8.34 | 7.47 | 9.48 | ( 88) | 98.5 | 96.8 | 99.3 | 9.06 | 7.74 | 11.23 |
| OTHER INCOME | ( 17) | 1.0 | .6 | 3.0 | .11 | .05 | .20 | ( 85) | 1.0 | .5 | 2.2 | .08 | .05 | .17 |
| GROSS POSSIBLE INCOME | ( 18) | 100.0% | 100.0% | 100.0% | 8.39 | 7.66 | 9.53 | ( 88) | 100.0% | 100.0% | 100.0% | 9.22 | 7.93 | 11.54 |
| TOTAL COLLECTIONS | ( 18) | 99.9 | 99.5 | 100.0 | 8.37 | 7.55 | 9.53 | ( 88) | 99.8 | 99.4 | 100.0 | 9.21 | 7.91 | 11.43 |
| EXPENSES | | | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 18) | 5.6 | 4.1 | 6.0 | .41 | .36 | .49 | ( 88) | 4.9 | 4.0 | 6.0 | .47 | .39 | .55 |
| OTHER ADMINISTRTVE.** | ( 18) | 5.9 | 4.4 | 8.7 | .50 | .33 | .59 | ( 86) | 6.0 | 4.1 | 8.2 | .58 | .40 | .77 |
| SUBTOTAL ADMINIST. | ( 18) | 11.6% | 9.7% | 12.6% | .92 | .81 | 1.08 | ( 88) | 11.4% | 8.9% | 13.5% | 1.06 | .80 | 1.32 |
| SUPPLIES | ( 15) | .2 | .1 | .4 | .02 | .01 | .04 | ( 87) | .2 | .1 | .5 | .02 | .01 | .05 |
| HEATING FUEL-CA ONLY* | ( 4) | 1.4 | | | .10 | | | ( 30) | 1.3 | .8 | 2.5 | .11 | .07 | .18 |
| CA & APTS.* | ( 10) | 2.7 | | | .23 | | | ( 51) | 3.2 | 2.6 | 4.0 | .31 | .22 | .45 |
| ELECTRICITY--CA ONLY* | ( 10) | 2.9 | | | .16 | | | ( 49) | 2.2 | 1.7 | 2.8 | .22 | .13 | .26 |
| CA & APTS.* | ( 8) | 6.8 | | | .64 | | | ( 35) | 4.6 | 3.9 | 6.1 | .53 | .41 | .61 |
| WATER/SEWER--CA ONLY* | ( 1) | 2.1 | | | .14 | | | ( 2) | .4 | | | .05 | | |
| CA & APTS.* | ( 17) | 1.3 | 1.1 | 2.1 | .14 | .09 | .18 | ( 86) | 1.4 | 1.0 | 1.9 | .13 | .08 | .18 |
| GAS-----------CA ONLY* | ( 8) | 1.3 | | | .10 | | | ( 17) | .3 | .1 | .4 | .02 | .01 | .03 |
| CA & APTS.* | ( 5) | .3 | | | .03 | | | ( 31) | .9 | .7 | 1.2 | .09 | .06 | .11 |
| BUILDING SERVICES | ( 14) | .6 | .4 | .8 | .05 | .04 | .07 | ( 75) | .6 | .4 | 1.0 | .06 | .03 | .10 |
| OTHER OPERATING | ( 11) | .2 | .1 | .3 | .02 | | | ( 54) | .3 | .1 | .6 | .02 | .01 | .06 |
| SUBTOTAL OPERATING | ( 18) | 9.5% | 7.5% | 12.4% | .72 | .55 | 1.03 | ( 88) | 9.1% | 6.3% | 11.9% | .81 | .55 | 1.19 |
| SECURITY** | ( 6) | .4 | | | .03 | | | ( 26) | .2 | .1 | .7 | .02 | .01 | .07 |
| GROUNDS MAINTENANCE** | ( 17) | .8 | .3 | 1.2 | .07 | .03 | .12 | ( 87) | 1.1 | .6 | 2.1 | .10 | .06 | .18 |
| MAINTENANCE-REPAIRS | ( 18) | 2.4 | 1.3 | 3.3 | .19 | .14 | .30 | ( 88) | 2.9 | 1.7 | 4.3 | .26 | .15 | .39 |
| PAINTING/DECORATING** | ( 17) | .4 | .2 | 1.2 | .04 | .02 | .11 | ( 85) | .7 | .3 | 1.4 | .06 | .03 | .16 |
| SUBTOTAL MAINTENANCE | ( 18) | 4.5% | 3.0% | 7.2% | .39 | .21 | .56 | ( 88) | 5.1% | 3.5% | 7.5% | .42 | .35 | .74 |
| REAL ESTATE TAXES | ( 14) | 6.7 | 4.7 | 8.8 | .53 | .40 | .73 | ( 81) | 7.1 | 5.1 | 8.8 | .64 | .44 | .94 |
| OTHER TAX/FEE/PERMIT | ( 8) | .4 | | | .03 | | | ( 37) | .3 | .1 | 1.1 | .04 | .01 | .10 |
| INSURANCE | ( 18) | 2.3 | 1.4 | 3.1 | .16 | .11 | .19 | ( 88) | 2.1 | 1.4 | 3.1 | .19 | .13 | .28 |
| SUBTOTAL TAX-INSURNCE | ( 18) | 8.0% | 5.0% | 10.8% | .71 | .40 | .88 | ( 88) | 9.4% | 7.1% | 11.5% | .89 | .65 | 1.13 |
| RECREATNL/AMENITIES** | ( 4) | .4 | | | .04 | | | ( 17) | .3 | .1 | .8 | .02 | .01 | .11 |
| OTHER PAYROLL** | ( 17) | 3.9 | 2.3 | 5.6 | .32 | .25 | .44 | ( 68) | 3.0 | 1.9 | 4.0 | .29 | .19 | .40 |
| TOTAL ALL EXPENSES | ( 18) | 38.2% | 35.9% | 41.4% | 3.30 | 2.71 | 3.76 | ( 88) | 38.7% | 33.9% | 44.0% | 3.53 | 2.90 | 4.38 |
| NET OPERATING INCOME | ( 18) | 62.3% | 58.5% | 63.7% | 5.47 | 4.59 | 5.98 | ( 88) | 61.4% | 55.3% | 65.2% | 5.37 | 4.39 | 7.29 |
| PAYROLL RECAP** | ( 17) | 9.2 | 7.2 | 11.4 | .75 | .52 | .88 | ( 81) | 6.8 | 5.2 | 8.9 | .66 | .53 | .79 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix. Copyright © 1987, Institute of Real Estate Management

| | 1978 TO DATE<br>LOW RISE BUILDINGS<br>SECT. 8 - FAMILY<br>73 BUILDINGS 5,644 APARTMENTS<br>4,450,666 RENTABLE SQUARE FEET | | | | | | | 1978 TO DATE<br>LOW RISE BUILDINGS<br>ALL ELDERLY/HANDICAPPED<br>106 BUILDINGS 8,374 APARTMENTS<br>5,357,337 RENTABLE SQUARE FEET | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
| | | MED | LOW | HIGH | MED | LOW | HIGH | | MED | LOW | HIGH | MED | LOW | HIGH |
| INCOME | | | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 73) | 98.6% | 97.2% | 99.2% | 6.88 | 5.54 | 8.25 | ( 105) | 99.0% | 97.8% | 99.5% | 8.79 | 7.75 | 11.01 |
| RENTS-GARAGE/PARKING | ( 6) | 3.7 | | | .23 | | | ( 2) | 98.5 | | | 10.00 | | |
| RENTS-STORES/OFFICES | ( 1) | .2 | | | .02 | | | ( 2) | .8 | | | .08 | | |
| GROSS POSSIBLE RENTS | ( 73) | 98.9% | 97.8% | 99.2% | 6.94 | 5.63 | 8.39 | ( 106) | 99.0% | 97.8% | 99.5% | 8.84 | 7.76 | 11.01 |
| VACANCIES/RENT LOSS | ( 61) | .5 | .2 | 1.9 | .03 | .01 | .13 | ( 88) | .3 | .1 | .9 | .03 | .01 | .07 |
| TOTAL RENTS COLLECTED | ( 73) | 97.8 | 96.6 | 98.6 | 6.89 | 5.43 | 8.27 | ( 106) | 98.5 | 96.8 | 99.3 | 8.79 | 7.74 | 10.99 |
| OTHER INCOME | ( 70) | 1.3 | .8 | 2.3 | .10 | .06 | .15 | ( 102) | 1.0 | .5 | 2.3 | .08 | .05 | .17 |
| GROSS POSSIBLE INCOME | ( 73) | 100.0% | 100.0% | 100.0% | 7.03 | 5.73 | 8.62 | ( 106) | 100.0% | 100.0% | 100.0% | 8.97 | 7.93 | 11.26 |
| TOTAL COLLECTIONS | ( 73) | 99.7 | 98.8 | 100.0 | 7.03 | 5.55 | 8.36 | ( 106) | 99.8 | 99.4 | 100.0 | 8.94 | 7.91 | 11.25 |
| EXPENSES | | | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 73) | 5.8 | 4.9 | 6.3 | .37 | .32 | .48 | ( 106) | 5.1 | 4.0 | 6.0 | .46 | .37 | .55 |
| OTHER ADMINISTRTVE.** | ( 73) | 6.2 | 4.6 | 8.0 | .45 | .34 | .57 | ( 104) | 6.0 | 4.1 | 8.2 | .54 | .38 | .74 |
| SUBTOTAL ADMINIST. | ( 73) | 12.0% | 9.9% | 14.2% | .82 | .70 | 1.10 | ( 106) | 11.4% | 8.9% | 13.3% | 1.02 | .81 | 1.23 |
| SUPPLIES | ( 56) | .2 | .1 | .4 | .01 | .01 | .03 | ( 102) | .2 | .1 | .5 | .02 | .01 | .05 |
| HEATING FUEL-CA ONLY* | ( 44) | .6 | .4 | 1.1 | .04 | .02 | .06 | ( 34) | 1.3 | .8 | 2.5 | .11 | .07 | .17 |
| CA & APTS.* | ( 14) | 5.1 | 3.5 | 5.2 | .36 | .28 | .39 | ( 61) | 3.1 | 2.5 | 4.0 | .30 | .21 | .42 |
| ELECTRICITY--CA ONLY* | ( 61) | 1.1 | .5 | 1.9 | .08 | .03 | .11 | ( 59) | 2.2 | 1.7 | 3.2 | .21 | .13 | .29 |
| CA & APTS.* | ( 12) | 5.6 | 4.1 | 6.0 | .39 | .27 | .42 | ( 43) | 5.3 | 4.3 | 6.4 | .55 | .42 | .68 |
| WATER/SEWER--CA ONLY* | ( 6) | 2.8 | | | .13 | | | ( 3) | .4 | | | .05 | | |
| CA & APTS.* | ( 66) | 2.5 | 1.9 | 3.5 | .19 | .14 | .22 | ( 103) | 1.4 | 1.0 | 1.9 | .13 | .09 | .18 |
| GAS----------CA ONLY* | ( 36) | .2 | .1 | .4 | .02 | .01 | .04 | ( 25) | .3 | .1 | .6 | .02 | .01 | .07 |
| CA & APTS.* | ( 5) | 1.6 | | | .15 | | | ( 36) | .9 | .6 | 1.2 | .09 | .06 | .11 |
| BUILDING SERVICES | ( 55) | 1.0 | .4 | 1.3 | .07 | .04 | .10 | ( 89) | .6 | .4 | 1.0 | .06 | .04 | .10 |
| OTHER OPERATING | ( 50) | .6 | .2 | 1.0 | .04 | .01 | .08 | ( 65) | .2 | .1 | .6 | .02 | .01 | .06 |
| SUBTOTAL OPERATING | ( 73) | 6.8% | 5.4% | 9.0% | .48 | .37 | .62 | ( 106) | 9.2% | 6.3% | 12.0% | .76 | .55 | 1.19 |
| SECURITY** | ( 18) | .4 | .2 | 1.3 | .03 | .01 | .09 | ( 32) | .3 | .1 | .7 | .02 | .01 | .06 |
| GROUNDS MAINTENANCE** | ( 73) | 1.5 | 1.0 | 2.3 | .11 | .07 | .15 | ( 104) | 1.0 | .6 | 2.0 | .09 | .04 | .17 |
| MAINTENANCE-REPAIRS | ( 73) | 2.7 | 1.8 | 3.9 | .19 | .11 | .27 | ( 106) | 2.8 | 1.6 | 4.3 | .25 | .15 | .39 |
| PAINTING/DECORATING** | ( 65) | .9 | .4 | 1.9 | .06 | .03 | .12 | ( 102) | .7 | .3 | 1.4 | .06 | .02 | .14 |
| SUBTOTAL MAINTENANCE | ( 73) | 5.5% | 3.7% | 8.1% | .41 | .26 | .56 | ( 106) | 5.0% | 3.4% | 7.5% | .42 | .35 | .67 |
| REAL ESTATE TAXES | ( 72) | 6.1 | 5.1 | 8.3 | .43 | .29 | .64 | ( 95) | 7.1 | 5.0 | 8.8 | .63 | .43 | .93 |
| OTHER TAX/FEE/PERMIT | ( 32) | .3 | .1 | .7 | .02 | .01 | .04 | ( 45) | .3 | .1 | 1.1 | .03 | .01 | .06 |
| INSURANCE | ( 73) | 2.1 | 1.5 | 2.8 | .14 | .11 | .19 | ( 106) | 2.1 | 1.4 | 3.1 | .19 | .13 | .27 |
| SUBTOTAL TAX-INSURNCE | ( 73) | 8.9% | 7.4% | 11.4% | .62 | .47 | .85 | ( 106) | 9.4% | 6.8% | 11.4% | .87 | .58 | 1.07 |
| RECREATNL/AMENITIES** | ( 9) | .6 | | | .05 | | | ( 21) | .3 | .1 | .8 | .02 | .01 | .11 |
| OTHER PAYROLL** | ( 56) | 4.1 | 3.0 | 5.2 | .31 | .20 | .35 | ( 85) | 3.1 | 1.9 | 4.4 | .29 | .19 | .41 |
| TOTAL ALL EXPENSES | ( 73) | 39.1% | 33.3% | 42.8% | 2.79 | 2.20 | 3.22 | ( 106) | 38.6% | 34.1% | 44.0% | 3.44 | 2.90 | 4.32 |
| NET OPERATING INCOME | ( 73) | 59.5% | 54.9% | 66.0% | 3.94 | 3.28 | 5.22 | ( 106) | 61.4% | 55.3% | 65.2% | 5.44 | 4.52 | 7.03 |
| PAYROLL RECAP** | ( 68) | 7.9 | 6.3 | 9.7 | .55 | .39 | .64 | ( 98) | 7.2 | 5.2 | 9.4 | .66 | .52 | .81 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

| | 1978 TO DATE<br>LOW RISE BUILDINGS<br>ALL FAMILY/NONELDERLY<br>84 BUILDINGS 6,262 APARTMENTS<br>4,881,768 RENTABLE SQUARE FEET | | | | | | | 1946 - 1964<br>GARDEN BUILDINGS<br>25 BUILDINGS 4,757 APARTMENTS<br>4,076,443 RENTABLE SQUARE FEET | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
| | | MED | LOW | HIGH | MED | LOW | HIGH | | MED | LOW | HIGH | MED | LOW | HIGH |
| INCOME | | | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 84) | 98.4% | 97.1% | 99.2% | 6.88 | 5.54 | 8.39 | ( 25) | 98.5% | 97.7% | 99.5% | 4.46 | 3.98 | 5.71 |
| RENTS-GARAGE/PARKING | ( 6) | 3.7 | | | .23 | | | ( 2) | .4 | | | .02 | | |
| RENTS-STORES/OFFICES | ( 2) | .2 | | | .02 | | | ( 1) | .2 | | | .01 | | |
| GROSS POSSIBLE RENTS | ( 84) | 98.6% | 97.5% | 99.2% | 6.94 | 5.63 | 8.57 | ( 25) | 98.5% | 97.7% | 99.5% | 4.46 | 3.98 | 5.71 |
| VACANCIES/RENT LOSS | ( 67) | .5 | .2 | 1.9 | .04 | .01 | .14 | ( 22) | 1.5 | .5 | 3.8 | .09 | .02 | .21 |
| TOTAL RENTS COLLECTED | ( 84) | 97.8 | 96.4 | 98.6 | 6.89 | 5.48 | 8.39 | ( 25) | 96.3 | 93.7 | 98.7 | 4.37 | 3.80 | 5.54 |
| OTHER INCOME | ( 81) | 1.4 | .8 | 2.6 | .10 | .06 | .17 | ( 22) | 1.6 | .6 | 2.8 | .08 | .04 | .16 |
| GROSS POSSIBLE INCOME | ( 84) | 100.0% | 100.0% | 100.0% | 7.03 | 5.77 | 8.66 | ( 25) | 100.0% | 100.0% | 100.0% | 4.56 | 4.00 | 5.86 |
| TOTAL COLLECTIONS | ( 84) | 99.7 | 98.6 | 100.0 | 7.03 | 5.56 | 8.59 | ( 25) | 98.9 | 96.5 | 99.8 | 4.53 | 3.86 | 5.69 |
| EXPENSES | | | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 84) | 5.7 | 4.8 | 6.1 | .37 | .32 | .48 | ( 24) | 6.7 | 5.0 | 8.1 | .35 | .25 | .37 |
| OTHER ADMINISTRTVE.** | ( 84) | 6.2 | 4.4 | 8.3 | .45 | .33 | .58 | ( 25) | 9.2 | 6.9 | 12.0 | .42 | .29 | .48 |
| SUBTOTAL ADMINIST. | ( 84) | 12.0% | 9.3% | 14.1% | .82 | .70 | 1.10 | ( 25) | 15.3% | 11.6% | 17.7% | .68 | .62 | .76 |
| SUPPLIES | ( 64) | .2 | .1 | .4 | .01 | .01 | .03 | ( 23) | .3 | .2 | .4 | .01 | .01 | .03 |
| HEATING FUEL-CA ONLY* | ( 48) | .6 | .4 | 1.1 | .04 | .02 | .07 | ( 12) | .3 | .2 | .5 | .02 | .01 | .02 |
| CA & APTS.* | ( 19) | 5.1 | 3.5 | 5.3 | .36 | .25 | .39 | ( 9) | 4.6 | | | .27 | | |
| ELECTRICITY--CA ONLY* | ( 71) | 1.1 | .5 | 1.9 | .08 | .04 | .13 | ( 21) | 1.3 | .6 | 1.7 | .06 | .03 | .08 |
| CA & APTS.* | ( 13) | 5.4 | 3.1 | 6.0 | .39 | .27 | .42 | ( 4) | 9.3 | | | .42 | | |
| WATER/SEWER--CA ONLY* | ( 7) | 2.4 | | | .12 | | | ( ) | | | | | | |
| CA & APTS.* | ( 76) | 2.5 | 1.7 | 3.5 | .18 | .13 | .22 | ( 24) | 3.2 | 2.2 | 4.1 | .13 | .11 | .20 |
| GAS----------CA ONLY* | ( 41) | .2 | .1 | .5 | .02 | .01 | .04 | ( 9) | .3 | | | .01 | | |
| CA & APTS.* | ( 6) | 1.6 | | | .15 | | | ( 10) | 3.4 | | | .24 | | |
| BUILDING SERVICES | ( 64) | 1.0 | .6 | 1.3 | .07 | .04 | .[illegible]0 | ( 20) | 1.1 | .7 | 1.2 | .05 | .03 | .09 |
| OTHER OPERATING | ( 59) | .5 | .2 | 1.0 | .04 | .01 | .08 | ( 19) | .3 | .1 | 1.7 | .02 | .00 | .06 |
| SUBTOTAL OPERATING | ( 84) | 7.1% | 5.4% | 9.3% | .49 | .37 | .78 | ( 25) | 9.1% | 5.7% | 13.6% | .42 | .29 | .88 |
| SECURITY** | ( 22) | .4 | .1 | .9 | .02 | .01 | .09 | ( 8) | .1 | | | .01 | | |
| GROUNDS MAINTENANCE** | ( 84) | 1.5 | .9 | 2.3 | .11 | .06 | .15 | ( 24) | 3.1 | 1.8 | 3.6 | .14 | .07 | .19 |
| MAINTENANCE-REPAIRS | ( 84) | 2.7 | 1.8 | 3.9 | .18 | .11 | .29 | ( 25) | 6.1 | 3.7 | 7.5 | .29 | .18 | .36 |
| PAINTING/DECORATING** | ( 74) | .9 | .4 | 1.9 | .07 | .03 | .12 | ( 24) | 2.5 | 1.2 | 3.4 | .11 | .07 | .14 |
| SUBTOTAL MAINTENANCE | ( 84) | 5.7% | 3.7% | 8.4% | .41 | .26 | .58 | ( 25) | 11.1% | 7.9% | 15.2% | .48 | .40 | .61 |
| REAL ESTATE TAXES | ( 82) | 6.1 | 4.9 | 8.7 | .43 | .29 | .65 | ( 25) | 5.4 | 4.2 | 10.7 | .30 | .24 | .37 |
| OTHER TAX/FEE/PERMIT | ( 38) | .3 | .1 | .7 | .02 | .01 | .04 | ( 17) | .5 | .1 | 1.3 | .02 | .01 | .06 |
| INSURANCE | ( 83) | 2.1 | 1.5 | 3.0 | .14 | .11 | .20 | ( 25) | 3.6 | 1.9 | 4.7 | .13 | .09 | .21 |
| SUBTOTAL TAX-INSURNCE | ( 84) | 8.8% | 7.2% | 11.4% | .62 | .45 | .85 | ( 25) | 10.1% | 7.4% | 14.8% | .46 | .38 | .57 |
| RECREATNL/AMENITIES** | ( 9) | .6 | | | .05 | | | ( 6) | .3 | | | .02 | | |
| OTHER PAYROLL** | ( 64) | 4.0 | 2.6 | 4.8 | .28 | .16 | .34 | ( 20) | 5.4 | 4.9 | 7.6 | .29 | .19 | .36 |
| TOTAL ALL EXPENSES | ( 84) | 39.3% | 33.9% | 42.6% | 2.79 | 2.20 | 3.28 | ( 25) | 53.4% | 44.1% | 71.3% | 2.59 | 2.12 | 3.00 |
| NET OPERATING INCOME | ( 84) | 59.4% | 54.9% | 65.9% | 3.94 | 3.28 | 5.23 | ( 25) | 44.3% | 28.4% | 47.9% | 2.09 | 1.15 | 2.57 |
| PAYROLL RECAP** | ( 76) | 7.6 | 5.4 | 9.2 | .51 | .37 | .64 | ( 23) | 11.0 | 8.0 | 15.3 | .56 | .34 | .69 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

AGE GROUP REPORTS
U.S.A.

## MEDIAN INCOME AND OPERATING COSTS

BY BUILDING TYPE AND
SUBSIDY TYPE

| | 1946 - 1964<br>GARDEN BUILDINGS<br>ALL FAMILY/NONELDERLY | | | | | | | 1965 - 1977<br>GARDEN BUILDINGS | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | 23 BUILDINGS 4,679 APARTMENTS<br>4,013,693 RENTABLE SQUARE FEET | | | | | | | 480 BUILDINGS 57,362 APARTMENTS<br>46,838,451 RENTABLE SQUARE FEET | | | | | | |
| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
| | | MED | LOW | HIGH | MED | LOW | HIGH | | MED | LOW | HIGH | MED | LOW | HIGH |
| INCOME | | | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 23) | 98.4% | 97.2% | 99.4% | 4.40 | 3.80 | 5.56 | ( 479) | 97.7% | 96.4% | 98.6% | 4.15 | 3.39 | 5.03 |
| RENTS-GARAGE/PARKING | ( 2) | .4 | | | .02 | | | ( 6) | 2.2 | | | .13 | | |
| RENTS-STORES/OFFICES | ( 1) | .2 | | | .01 | | | ( 10) | .7 | | | .03 | | |
| GROSS POSSIBLE RENTS | ( 23) | 98.4% | 97.2% | 99.4% | 4.40 | 3.80 | 5.56 | ( 479) | 97.7% | 96.4% | 98.6% | 4.16 | 3.39 | 5.04 |
| VACANCIES/RENT LOSS | ( 20) | 1.5 | .5 | 3.8 | .09 | .02 | .17 | ( 454) | 1.8 | .8 | 4.3 | .08 | .04 | .18 |
| TOTAL RENTS COLLECTED | ( 23) | 96.3 | 93.3 | 98.5 | 4.35 | 3.51 | 5.01 | ( 480) | 95.3 | 92.8 | 97.3 | 4.06 | 3.34 | 4.90 |
| OTHER INCOME | ( 20) | 1.6 | 1.3 | 2.8 | .10 | .06 | .16 | ( 464) | 2.4 | 1.5 | 3.6 | .10 | .07 | .14 |
| GROSS POSSIBLE INCOME | ( 23) | 100.0% | 100.0% | 100.0% | 4.54 | 3.86 | 5.72 | ( 480) | 100.0% | 100.0% | 100.0% | 4.29 | 3.52 | 5.18 |
| TOTAL COLLECTIONS | ( 23) | 98.9 | 96.2 | 99.8 | 4.50 | 3.70 | 5.17 | ( 480) | 98.3 | 95.9 | 99.4 | 4.16 | 3.42 | 5.02 |
| EXPENSES | | | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 22) | 7.0 | 5.0 | 9.3 | .35 | .25 | .37 | ( 480) | 6.7 | 5.9 | 7.6 | .28 | .23 | .34 |
| OTHER ADMINISTRTVE.** | ( 23) | 9.2 | 6.9 | 11.9 | .42 | .29 | .45 | ( 478) | 9.4 | 7.1 | 12.2 | .40 | .29 | .53 |
| SUBTOTAL ADMINIST. | ( 23) | 15.3% | 11.6% | 17.7% | .68 | .62 | .76 | ( 480) | 16.2% | 13.4% | 19.1% | .68 | .55 | .88 |
| SUPPLIES | ( 22) | .3 | .2 | .4 | .01 | .01 | .03 | ( 441) | .4 | .2 | .6 | .01 | .01 | .03 |
| HEATING FUEL-CA ONLY* | ( 12) | .3 | .2 | .5 | .02 | .01 | .02 | ( 165) | .7 | .4 | 1.6 | .03 | .01 | .06 |
| CA & APTS.* | ( 7) | 7.2 | | | .38 | | | ( 230) | 7.3 | 4.7 | 10.4 | .33 | .23 | .46 |
| ELECTRICITY--CA ONLY* | ( 20) | 1.3 | .6 | 1.7 | .06 | .03 | .08 | ( 329) | 1.8 | 1.2 | 2.5 | .07 | .05 | .11 |
| CA & APTS.* | ( 3) | 9.3 | | | .42 | | | ( 134) | 7.4 | 3.2 | 12.0 | .40 | .14 | .60 |
| WATER/SEWER--CA ONLY* | ( ) | | | | | | | ( 8) | 5.8 | | | .25 | | |
| CA & APTS.* | ( 22) | 3.2 | 2.2 | 4.2 | .14 | .11 | .20 | ( 471) | 4.5 | 3.3 | 6.5 | .19 | .14 | .27 |
| GAS----------CA ONLY* | ( 9) | .3 | | | .01 | | | ( 165) | .4 | .2 | .8 | .01 | .01 | .03 |
| CA & APTS.* | ( 9) | 3.4 | | | .13 | | | ( 178) | 2.9 | 1.5 | 4.3 | .13 | .07 | .20 |
| BUILDING SERVICES | ( 18) | .9 | .5 | 1.9 | .05 | .02 | .09 | ( 367) | 1.7 | 1.1 | 2.4 | .07 | .05 | .10 |
| OTHER OPERATING | ( 17) | .7 | .1 | 1.8 | .03 | .00 | .07 | ( 267) | .7 | .2 | 1.9 | .03 | .01 | .08 |
| SUBTOTAL OPERATING | ( 23) | 7.6% | 5.7% | 13.6% | .34 | .25 | .61 | ( 480) | 15.1% | 10.3% | 23.3% | .67 | .41 | 1.04 |
| SECURITY** | ( 8) | .1 | | | .01 | | | ( 156) | .6 | .1 | 1.3 | .02 | .01 | .06 |
| GROUNDS MAINTENANCE** | ( 22) | 3.2 | 1.9 | 3.9 | .14 | .08 | .20 | ( 468) | 2.6 | 1.5 | 4.0 | .11 | .06 | .18 |
| MAINTENANCE-REPAIRS | ( 23) | 6.1 | 3.7 | 7.5 | .29 | .18 | .35 | ( 479) | 6.3 | 4.1 | 9.1 | .26 | .16 | .39 |
| PAINTING/DECORATING** | ( 22) | 2.9 | 1.2 | 3.6 | .13 | .07 | .14 | ( 475) | 2.1 | 1.1 | 3.6 | .09 | .04 | .15 |
| SUBTOTAL MAINTENANCE | ( 23) | 11.7% | 7.9% | 15.2% | .48 | .40 | .61 | ( 480) | 12.4% | 8.5% | 16.2% | .51 | .34 | .73 |
| REAL ESTATE TAXES | ( 23) | 5.8 | 4.2 | 10.7 | .31 | .19 | .37 | ( 472) | 7.4 | 5.5 | 10.3 | .33 | .22 | .45 |
| OTHER TAX/FEE/PERMIT | ( 16) | .5 | .1 | 1.3 | .02 | .01 | .05 | ( 278) | .5 | .1 | 1.4 | .02 | .00 | .06 |
| INSURANCE | ( 23) | 3.6 | 2.0 | 4.7 | .13 | .09 | .21 | ( 477) | 3.6 | 2.4 | 5.2 | .16 | .11 | .22 |
| SUBTOTAL TAX-INSURNCE | ( 23) | 10.6% | 7.4% | 14.8% | .46 | .38 | .57 | ( 479) | 12.1% | 9.4% | 15.4% | .51 | .39 | .68 |
| RECREATNL/AMENITIES** | ( 5) | .3 | | | .01 | | | ( 106) | .3 | .1 | .7 | .01 | .01 | .02 |
| OTHER PAYROLL** | ( 19) | 5.4 | 4.9 | 7.6 | .29 | .19 | .36 | ( 420) | 7.2 | 5.1 | 9.6 | .31 | .22 | .41 |
| TOTAL ALL EXPENSES | ( 23) | 54.6% | 45.4% | 71.3% | 2.59 | 2.10 | 2.85 | ( 480) | 67.0% | 58.4% | 73.4% | 2.75 | 2.22 | 3.48 |
| NET OPERATING INCOME | ( 23) | 41.4% | 28.1% | 46.9% | 1.62 | 1.07 | 2.28 | ( 480) | 29.2% | 22.5% | 39.3% | 1.22 | .86 | 1.70 |
| PAYROLL RECAP** | ( 21) | 12.0 | 9.2 | 16.3 | .56 | .36 | .71 | ( 446) | 13.3 | 10.2 | 16.1 | .57 | .43 | .70 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

## MEDIAN INCOME AND OPERATING COSTS

BY BUILDING TYPE AND
SUBSIDY TYPE

| | 1965 - 1977<br>GARDEN BUILDINGS<br>SECT. 8 - ELDERLY/HAND.<br>21 BUILDINGS 1,719 APARTMENTS<br>1,194,167 RENTABLE SQUARE FEET | | | | | | | 1965 - 1977<br>GARDEN BUILDINGS<br>SECTION 221(D)3<br>84 BUILDINGS 9,446 APARTMENTS<br>7,699,369 RENTABLE SQUARE FEET | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
| | | MED | LOW | HIGH | MED | LOW | HIGH | | MED | LOW | HIGH | MED | LOW | HIGH |
| INCOME | | | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 21) | 98.5% | 98.2% | 99.5% | 6.88 | 4.90 | 7.91 | ( 83) | 97.7% | 96.3% | 98.9% | 4.21 | 3.48 | 5.18 |
| RENTS-GARAGE/PARKING | ( ) | | | | | | | ( 3) | 2.2 | | | .13 | | |
| RENTS-STORES/OFFICES | ( ) | | | | | | | ( 1) | 3.1 | | | .12 | | |
| GROSS POSSIBLE RENTS | ( 21) | 98.5% | 98.2% | 99.5% | 6.88 | 4.90 | 7.91 | ( 84) | 98.0% | 96.5% | 99.0% | 4.26 | 3.48 | 5.33 |
| VACANCIES/RENT LOSS | ( 13) | .3 | .1 | .9 | .02 | .00 | .05 | ( 76) | 1.6 | .7 | 3.7 | .07 | .03 | .14 |
| TOTAL RENTS COLLECTED | ( 21) | 98.5 | 97.9 | 99.4 | 6.86 | 4.90 | 7.91 | ( 84) | 95.9 | 93.8 | 98.1 | 4.21 | 3.34 | 5.15 |
| OTHER INCOME | ( 20) | 1.6 | .7 | 1.8 | .09 | .06 | .10 | ( 83) | 2.2 | 1.0 | 3.5 | .09 | .05 | .14 |
| GROSS POSSIBLE INCOME | ( 21) | 100.0% | 100.0% | 100.0% | 6.93 | 5.24 | 8.02 | ( 84) | 100.0% | 100.0% | 100.0% | 4.39 | 3.54 | 5.41 |
| TOTAL COLLECTIONS | ( 21) | 100.0 | 99.5 | 100.0 | 6.93 | 5.24 | 8.02 | ( 84) | 98.7 | 97.3 | 99.7 | 4.33 | 3.43 | 5.22 |
| EXPENSES | | | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 21) | 6.0 | 5.3 | 7.2 | .44 | .31 | .47 | ( 84) | 6.5 | 5.8 | 7.2 | .28 | .23 | .36 |
| OTHER ADMINISTRTVE.** | ( 21) | 9.0 | 7.2 | 10.4 | .60 | .38 | .75 | ( 84) | 8.2 | 5.9 | 11.0 | .37 | .23 | .52 |
| SUBTOTAL ADMINIST. | ( 21) | 15.1% | 13.5% | 17.0% | 1.05 | .66 | 1.24 | ( 84) | 15.0% | 11.8% | 18.2% | .62 | .47 | .85 |
| SUPPLIES | ( 14) | .4 | .1 | .5 | .02 | .01 | .04 | ( 74) | .3 | .2 | .7 | .01 | .01 | .03 |
| HEATING FUEL-CA ONLY* | ( 6) | 1.8 | | | .13 | | | ( 29) | .4 | .2 | .7 | .01 | .01 | .03 |
| CA & APTS.* | ( 12) | 5.2 | 4.4 | 5.8 | .42 | .33 | .47 | ( 43) | 8.8 | 6.1 | 11.0 | .43 | .27 | .52 |
| ELECTRICITY--CA ONLY* | ( 9) | 2.0 | | | .12 | | | ( 57) | 1.8 | 1.1 | 2.4 | .07 | .05 | .11 |
| CA & APTS.* | ( 12) | 6.3 | 4.9 | 6.6 | .52 | .34 | .53 | ( 23) | 11.5 | 6.2 | 12.6 | .52 | .33 | .69 |
| WATER/SEWER--CA ONLY* | ( 1) | 8.2 | | | .36 | | | ( 1) | .2 | | | .01 | | |
| CA & APTS.* | ( 20) | 2.3 | 2.0 | 2.9 | .16 | .13 | .20 | ( 83) | 5.4 | 3.4 | 7.5 | .21 | .17 | .34 |
| GAS----------CA ONLY* | ( 14) | .1 | .1 | .4 | .01 | .00 | .02 | ( 25) | .5 | .1 | .8 | .02 | .01 | .03 |
| CA & APTS.* | ( 3) | 1.2 | | | .09 | | | ( 33) | 2.7 | .7 | 4.0 | .12 | .03 | .21 |
| BUILDING SERVICES | ( 10) | 1.2 | | | .08 | | | ( 54) | 1.7 | 1.3 | 2.2 | .08 | .06 | .11 |
| OTHER OPERATING | ( 13) | .5 | .4 | 1.0 | .04 | .03 | .07 | ( 44) | 1.1 | .2 | 2.4 | .04 | .01 | .10 |
| SUBTOTAL OPERATING | ( 21) | 12.9% | 7.6% | 15.2% | .95 | .44 | 1.21 | ( 84) | 18.0% | 10.0% | 24.0% | .80 | .42 | 1.22 |
| SECURITY** | ( 3) | 1.0 | | | .11 | | | ( 27) | .6 | .1 | 1.2 | .02 | .00 | .05 |
| GROUNDS MAINTENANCE** | ( 21) | 2.2 | 1.3 | 3.4 | .15 | .09 | .26 | ( 80) | 2.6 | 1.1 | 4.0 | .11 | .05 | .19 |
| MAINTENANCE-REPAIRS | ( 21) | 2.4 | 1.6 | 5.5 | .18 | .11 | .31 | ( 83) | 6.5 | 4.3 | 9.6 | .26 | .18 | .46 |
| PAINTING/DECORATING** | ( 19) | .3 | .3 | 1.3 | .02 | .01 | .14 | ( 84) | 1.8 | 1.0 | 3.3 | .09 | .04 | .15 |
| SUBTOTAL MAINTENANCE | ( 21) | 6.4% | 3.5% | 9.4% | .48 | .24 | .64 | ( 84) | 13.2% | 8.9% | 16.0% | .55 | .35 | .74 |
| REAL ESTATE TAXES | ( 21) | 5.8 | 5.0 | 7.2 | .43 | .32 | .46 | ( 81) | 7.0 | 5.0 | 8.9 | .30 | .20 | .37 |
| OTHER TAX/FEE/PERMIT | ( 5) | .0 | | | .00 | | | ( 52) | .7 | .1 | 1.5 | .03 | .00 | .08 |
| INSURANCE | ( 21) | 1.8 | 1.5 | 2.9 | .12 | .09 | .16 | ( 82) | 3.7 | 2.3 | 4.9 | .16 | .11 | .22 |
| SUBTOTAL TAX-INSURNCE | ( 21) | 7.9% | 7.1% | 10.4% | .55 | .48 | .62 | ( 83) | 11.9% | 8.9% | 14.5% | .50 | .36 | .67 |
| RECREATNL/AMENITIES** | ( 2) | .2 | | | .01 | | | ( 10) | .4 | | | .01 | | |
| OTHER PAYROLL** | ( 20) | 5.5 | 4.1 | 7.2 | .33 | .27 | .45 | ( 65) | 6.5 | 5.3 | 9.4 | .30 | .21 | .41 |
| TOTAL ALL EXPENSES | ( 21) | 47.4% | 44.9% | 53.3% | 3.53 | 2.71 | 3.80 | ( 84) | 64.8% | 54.4% | 72.6% | 2.71 | 2.01 | 3.59 |
| NET OPERATING INCOME | ( 21) | 52.6% | 45.5% | 55.1% | 3.93 | 2.29 | 4.26 | ( 84) | 34.9% | 26.5% | 44.5% | 1.56 | 1.09 | 2.00 |
| PAYROLL RECAP** | ( 21) | 10.9 | 8.6 | 12.8 | .73 | .56 | .83 | ( 78) | 13.0 | 9.2 | 17.0 | .60 | .41 | .79 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

| | 1965 - 1977<br>GARDEN BUILDINGS<br>SECTION 236<br>285 BUILDINGS 35,687 APARTMENTS<br>29,503,188 RENTABLE SQUARE FEET | | | | | | | 1965 - 1977<br>GARDEN BUILDINGS<br>SECT. 8 - FAMILY<br>90 BUILDINGS 10,510 APARTMENTS<br>8,441,727 RENTABLE SQUARE FEET | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
| | | MED | LOW | HIGH | MED | LOW | HIGH | | MED | LOW | HIGH | MED | LOW | HIGH |
| INCOME | | | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 285) | 97.4% | 96.1% | 98.2% | 3.83 | 3.24 | 4.61 | ( 90) | 98.3% | 97.4% | 99.0% | 4.87 | 3.95 | 5.80 |
| RENTS-GARAGE/PARKING | ( 3) | 1.9 | | | .16 | | | (   ) | | | | | | |
| RENTS-STORES/OFFICES | ( 6) | .6 | | | .03 | | | ( 3) | .8 | | | .04 | | |
| GROSS POSSIBLE RENTS | ( 284) | 97.4% | 96.2% | 98.2% | 3.83 | 3.24 | 4.61 | ( 90) | 98.3% | 97.4% | 99.0% | 4.87 | 3.95 | 5.80 |
| VACANCIES/RENT LOSS | ( 276) | 2.1 | 1.0 | 4.9 | .09 | .04 | .19 | ( 89) | 1.5 | .5 | 3.6 | .07 | .03 | .18 |
| TOTAL RENTS COLLECTED | ( 285) | 94.7 | 92.1 | 96.4 | 3.71 | 3.10 | 4.48 | ( 90) | 96.7 | 94.0 | 98.1 | 4.67 | 3.83 | 5.79 |
| OTHER INCOME | ( 276) | 2.8 | 1.9 | 3.9 | .11 | .08 | .16 | ( 85) | 1.8 | 1.1 | 2.6 | .09 | .06 | .13 |
| GROSS POSSIBLE INCOME | ( 285) | 100.0% | 100.0% | 100.0% | 3.94 | 3.34 | 4.82 | ( 90) | 100.0% | 100.0% | 100.0% | 4.97 | 4.02 | 5.94 |
| TOTAL COLLECTIONS | ( 285) | 98.0 | 95.3 | 99.1 | 3.84 | 3.23 | 4.67 | ( 90) | 98.5 | 96.4 | 99.5 | 4.83 | 3.88 | 5.89 |
| EXPENSES | | | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 285) | 6.8 | 6.0 | 7.8 | .27 | .22 | .32 | ( 90) | 6.4 | 5.6 | 7.5 | .32 | .26 | .36 |
| OTHER ADMINISTRTVE.** | ( 283) | 9.9 | 8.0 | 12.8 | .39 | .29 | .52 | ( 90) | 8.6 | 6.6 | 11.3 | .43 | .34 | .53 |
| SUBTOTAL ADMINIST. | ( 285) | 16.9% | 14.5% | 20.0% | .66 | .55 | .85 | ( 90) | 14.8% | 12.4% | 18.2% | .75 | .59 | .89 |
| SUPPLIES | ( 268) | .4 | .2 | .7 | .01 | .01 | .03 | ( 85) | .4 | .2 | .6 | .02 | .01 | .03 |
| HEATING FUEL-CA ONLY* | ( 90) | .9 | .4 | 2.0 | .03 | .01 | .07 | ( 40) | .8 | .5 | 1.2 | .03 | .02 | .05 |
| CA & APTS.* | ( 140) | 7.4 | 4.9 | 10.1 | .28 | .21 | .42 | ( 35) | 6.3 | 2.5 | 11.5 | .35 | .18 | .64 |
| ELECTRICITY--CA ONLY* | ( 194) | 1.9 | 1.3 | 2.9 | .07 | .05 | .11 | ( 69) | 1.4 | .9 | 2.0 | .07 | .05 | .10 |
| CA & APTS.* | ( 82) | 8.5 | 5.4 | 12.6 | .40 | .21 | .66 | ( 17) | 2.9 | 1.8 | 4.1 | .13 | .07 | .25 |
| WATER/SEWER--CA ONLY* | ( 3) | 1.7 | | | .03 | | | ( 3) | 6.6 | | | .31 | | |
| CA & APTS.* | ( 281) | 4.7 | 3.4 | 6.4 | .19 | .13 | .26 | ( 87) | 4.1 | 3.2 | 5.8 | .21 | .16 | .27 |
| GAS-----------CA ONLY* | ( 95) | .4 | .2 | 1.2 | .01 | .01 | .04 | ( 31) | .3 | .2 | .5 | .02 | .01 | .02 |
| CA & APTS.* | ( 118) | 3.2 | 1.7 | 4.4 | .14 | .08 | .20 | ( 24) | 2.1 | .6 | 3.1 | .12 | .03 | .16 |
| BUILDING SERVICES | ( 228) | 1.8 | 1.2 | 2.6 | .07 | .05 | .10 | ( 75) | 1.6 | 1.1 | 2.0 | .08 | .06 | .11 |
| OTHER OPERATING | ( 168) | .7 | .2 | 1.9 | .03 | .01 | .07 | ( 42) | .4 | .1 | 2.0 | .02 | .00 | .10 |
| SUBTOTAL OPERATING | ( 285) | 16.4% | 11.2% | 23.8% | .68 | .40 | 1.00 | ( 90) | 11.6% | 8.8% | 17.1% | .62 | .41 | .86 |
| SECURITY** | ( 104) | .5 | .1 | 1.2 | .02 | .01 | .05 | ( 22) | 1.0 | .2 | 1.6 | .05 | .02 | .08 |
| GROUNDS MAINTENANCE** | ( 281) | 2.8 | 1.6 | 4.2 | .10 | .06 | .18 | ( 86) | 2.5 | 1.5 | 3.9 | .11 | .07 | .19 |
| MAINTENANCE-REPAIRS | ( 285) | 6.6 | 4.5 | 9.3 | .26 | .17 | .40 | ( 90) | 5.5 | 3.3 | 8.4 | .27 | .15 | .38 |
| PAINTING/DECORATING** | ( 282) | 2.3 | 1.3 | 3.8 | .10 | .05 | .15 | ( 90) | 2.1 | 1.1 | 3.4 | .10 | .06 | .17 |
| SUBTOTAL MAINTENANCE | ( 285) | 13.2% | 9.5% | 17.2% | .49 | .34 | .72 | ( 90) | 11.3% | 7.9% | 15.6% | .54 | .35 | .76 |
| REAL ESTATE TAXES | ( 284) | 8.0 | 5.9 | 11.3 | .33 | .22 | .46 | ( 86) | 7.3 | 5.1 | 9.6 | .34 | .24 | .48 |
| OTHER TAX/FEE/PERMIT | ( 172) | .6 | .1 | 1.4 | .02 | .00 | .06 | ( 49) | .2 | .0 | 1.0 | .01 | .00 | .05 |
| INSURANCE | ( 284) | 3.8 | 2.8 | 5.5 | .16 | .12 | .21 | ( 90) | 3.2 | 1.8 | 4.5 | .16 | .09 | .27 |
| SUBTOTAL TAX-INSURNCE | ( 285) | 13.1% | 10.6% | 16.1% | .51 | .40 | .67 | ( 90) | 10.6% | 8.2% | 13.7% | .50 | .35 | .73 |
| RECREATNL/AMENITIES** | ( 73) | .3 | .1 | .7 | .01 | .01 | .02 | ( 21) | .2 | .1 | .7 | .01 | .01 | .03 |
| OTHER PAYROLL** | ( 256) | 7.8 | 5.6 | 9.9 | .30 | .22 | .40 | ( 79) | 6.6 | 4.1 | 9.4 | .33 | .18 | .45 |
| TOTAL ALL EXPENSES | ( 285) | 69.9% | 64.2% | 76.1% | 2.74 | 2.23 | 3.41 | ( 90) | 57.9% | 49.9% | 66.8% | 2.85 | 2.11 | 3.48 |
| NET OPERATING INCOME | ( 285) | 25.7% | 19.9% | 32.6% | 1.03 | .78 | 1.30 | ( 90) | 39.8% | 29.9% | 48.0% | 1.89 | 1.34 | 2.69 |
| PAYROLL RECAP** | ( 264) | 13.7 | 11.3 | 16.2 | .54 | .42 | .67 | ( 83) | 12.1 | 9.6 | 14.9 | .59 | .47 | .72 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

| | 1965 - 1977<br>GARDEN BUILDINGS<br>ALL ELDERLY/HANDICAPPED<br>21 BUILDINGS 1,719 APARTMENTS<br>1,194,167 RENTABLE SQUARE FEET | | | | | | | 1965 - 1977<br>GARDEN BUILDINGS<br>ALL FAMILY/NONELDERLY<br>459 BUILDINGS 55,643 APARTMENTS<br>45,644,284 RENTABLE SQUARE FEET | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
| | | MED | LOW | HIGH | MED | LOW | HIGH | | MED | LOW | HIGH | MED | LOW | HIGH |
| INCOME | | | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 21) | 98.5% | 98.2% | 99.5% | 6.88 | 4.90 | 7.91 | ( 458) | 97.6% | 96.3% | 98.5% | 4.09 | 3.37 | 4.96 |
| RENTS-GARAGE/PARKING | ( ) | | | | | | | ( 6) | 2.2 | | | .13 | | |
| RENTS-STORES/OFFICES | ( ) | | | | | | | ( 10) | .7 | | | .03 | | |
| GROSS POSSIBLE RENTS | ( 21) | 98.5% | 98.2% | 99.5% | 6.88 | 4.90 | 7.91 | ( 458) | 97.6% | 96.4% | 98.5% | 4.09 | 3.37 | 4.96 |
| VACANCIES/RENT LOSS | ( 13) | .3 | .1 | .9 | .02 | .00 | .05 | ( 441) | 1.9 | .9 | 4.4 | .08 | .04 | .18 |
| TOTAL RENTS COLLECTED | ( 21) | 98.5 | 97.9 | 99.4 | 6.86 | 4.90 | 7.91 | ( 459) | 95.1 | 92.6 | 97.1 | 3.99 | 3.28 | 4.85 |
| OTHER INCOME | ( 20) | 1.6 | .7 | 1.8 | .09 | .06 | .10 | ( 444) | 2.5 | 1.6 | 3.7 | .10 | .07 | .15 |
| GROSS POSSIBLE INCOME | ( 21) | 100.0% | 100.0% | 100.0% | 6.93 | 5.24 | 8.02 | ( 459) | 100.0% | 100.0% | 100.0% | 4.19 | 3.47 | 5.08 |
| TOTAL COLLECTIONS | ( 21) | 100.0 | 99.5 | 100.0 | 6.93 | 5.24 | 8.02 | ( 459) | 98.2 | 95.7 | 99.2 | 4.08 | 3.38 | 4.95 |
| EXPENSES | | | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 21) | 6.0 | 5.3 | 7.2 | .44 | .31 | .47 | ( 459) | 6.7 | 5.9 | 7.6 | .28 | .23 | .33 |
| OTHER ADMINISTRTVE.** | ( 21) | 9.0 | 7.2 | 10.4 | .60 | .38 | .75 | ( 457) | 9.4 | 7.1 | 12.4 | .39 | .28 | .52 |
| SUBTOTAL ADMINIST. | ( 21) | 15.1% | 13.5% | 17.0% | 1.05 | .66 | 1.24 | ( 459) | 16.3% | 13.4% | 19.2% | .67 | .54 | .86 |
| SUPPLIES | ( 14) | .4 | .1 | .5 | .02 | .01 | .04 | ( 427) | .4 | .2 | .6 | .01 | .01 | .03 |
| HEATING FUEL-CA ONLY* | ( 6) | 1.8 | | | .13 | | | ( 159) | .7 | .3 | 1.4 | .03 | .01 | .06 |
| CA & APTS.* | ( 12) | 5.2 | 4.4 | 5.8 | .42 | .33 | .47 | ( 218) | 7.4 | 4.7 | 10.4 | .32 | .22 | .46 |
| ELECTRICITY--CA ONLY* | ( 9) | 2.0 | | | .12 | | | ( 320) | 1.8 | 1.2 | 2.5 | .07 | .05 | .11 |
| CA & APTS.* | ( 12) | 6.3 | 4.9 | 6.6 | .52 | .34 | .53 | ( 122) | 8.0 | 3.2 | 12.3 | .39 | .14 | .61 |
| WATER/SEWER--CA ONLY* | ( 1) | 8.2 | | | .36 | | | ( 7) | 1.7 | | | .03 | | |
| CA & APTS.* | ( 20) | 2.3 | 2.0 | 2.9 | .16 | .13 | .20 | ( 451) | 4.7 | 3.4 | 6.6 | .19 | .14 | .27 |
| GAS----------CA ONLY* | ( 14) | .1 | .1 | .4 | .01 | .00 | .02 | ( 151) | .4 | .2 | .8 | .01 | .01 | .03 |
| CA & APTS.* | ( 3) | 1.2 | | | .09 | | | ( 175) | 2.9 | 1.6 | 4.3 | .13 | .07 | .20 |
| BUILDING SERVICES | ( 10) | 1.2 | | | .08 | | | ( 357) | 1.7 | 1.2 | 2.4 | .07 | .05 | .10 |
| OTHER OPERATING | ( 13) | .5 | .4 | 1.0 | .04 | .03 | .07 | ( 254) | .7 | .2 | 1.9 | .03 | .01 | .08 |
| SUBTOTAL OPERATING | ( 21) | 12.9% | 7.6% | 15.2% | .95 | .44 | 1.21 | ( 459) | 15.3% | 10.3% | 23.3% | .67 | .41 | 1.02 |
| SECURITY** | ( 3) | 1.0 | | | .11 | | | ( 153) | .6 | .1 | 1.3 | .02 | .00 | .06 |
| GROUNDS MAINTENANCE** | ( 21) | 2.2 | 1.3 | 3.4 | .15 | .09 | .26 | ( 447) | 2.6 | 1.5 | 4.1 | .11 | .06 | .18 |
| MAINTENANCE-REPAIRS | ( 21) | 2.4 | 1.6 | 5.5 | .18 | .11 | .31 | ( 458) | 6.4 | 4.3 | 9.3 | .26 | .17 | .40 |
| PAINTING/DECORATING** | ( 19) | .3 | .3 | 1.3 | .02 | .01 | .14 | ( 456) | 2.2 | 1.2 | 3.6 | .10 | .05 | .15 |
| SUBTOTAL MAINTENANCE | ( 21) | 6.4% | 3.5% | 9.4% | .48 | .24 | .64 | ( 459) | 12.6% | 8.9% | 16.3% | .52 | .35 | .73 |
| REAL ESTATE TAXES | ( 21) | 5.8 | 5.0 | 7.2 | .43 | .32 | .46 | ( 451) | 7.5 | 5.6 | 10.4 | .32 | .22 | .45 |
| OTHER TAX/FEE/PERMIT | ( 5) | .0 | | | .00 | | | ( 273) | .5 | .1 | 1.4 | .02 | .00 | .06 |
| INSURANCE | ( 21) | 1.8 | 1.5 | 2.9 | .12 | .09 | .16 | ( 456) | 3.7 | 2.5 | 5.3 | .16 | .11 | .22 |
| SUBTOTAL TAX-INSURNCE | ( 21) | 7.9% | 7.1% | 10.4% | .55 | .48 | .62 | ( 458) | 12.3% | 9.6% | 15.6% | .51 | .39 | .68 |
| RECREATNL/AMENITIES** | ( 2) | .2 | | | .01 | | | ( 104) | .3 | .1 | .7 | .01 | .01 | .03 |
| OTHER PAYROLL** | ( 20) | 5.5 | 4.1 | 7.2 | .33 | .27 | .45 | ( 400) | 7.4 | 5.1 | 9.7 | .31 | .22 | .41 |
| TOTAL ALL EXPENSES | ( 21) | 47.4% | 44.9% | 53.3% | 3.53 | 2.71 | 3.80 | ( 459) | 67.5% | 59.6% | 73.6% | 2.74 | 2.20 | 3.44 |
| NET OPERATING INCOME | ( 21) | 52.6% | 45.5% | 55.1% | 3.93 | 2.29 | 4.26 | ( 459) | 28.7% | 22.1% | 38.1% | 1.19 | .85 | 1.55 |
| PAYROLL RECAP** | ( 21) | 10.9 | 8.6 | 12.8 | .73 | .56 | .83 | ( 425) | 13.4 | 10.4 | 16.2 | .57 | .43 | .69 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix. Copyright © 1987, Institute of Real Estate Management.

1978 TO DATE

GARDEN BUILDINGS

339 BUILDINGS 28,384 APARTMENTS
21,959,721 RENTABLE SQUARE FEET

1978 TO DATE

GARDEN BUILDINGS
SECT. 8 - ELDERLY/HAND.

62 BUILDINGS 4,929 APARTMENTS
3,569,209 RENTABLE SQUARE FEET

| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | MED | LOW | HIGH | MED | LOW | HIGH | | MED | LOW | HIGH | MED | LOW | HIGH |
| INCOME | | | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 337) | 98.5% | 97.3% | 99.2% | 6.58 | 5.66 | 8.26 | ( 62) | 99.2% | 98.1% | 99.6% | 7.16 | 5.48 | 9.52 |
| RENTS-GARAGE/PARKING | ( 16) | 1.8 | 1.5 | 2.8 | .12 | .07 | .17 | ( 4) | 2.0 | | | .13 | | |
| RENTS-STORES/OFFICES | ( 3) | 1.5 | | | .50 | | | ( ) | | | | | | |
| GROSS POSSIBLE RENTS | ( 339) | 98.6% | 97.4% | 99.3% | 6.57 | 5.66 | 8.27 | ( 62) | 99.2% | 98.1% | 99.6% | 7.16 | 5.48 | 9.52 |
| VACANCIES/RENT LOSS | ( 302) | .9 | .4 | 2.0 | .06 | .03 | .16 | ( 54) | .9 | .2 | 3.8 | .06 | .02 | .28 |
| TOTAL RENTS COLLECTED | ( 339) | 97.4 | 95.5 | 98.6 | 6.46 | 5.56 | 8.22 | ( 62) | 98.2 | 94.3 | 99.3 | 7.14 | 5.45 | 9.49 |
| OTHER INCOME | ( 330) | 1.5 | .8 | 2.6 | .10 | .06 | .18 | ( 59) | 1.0 | .4 | 1.9 | .07 | .03 | .11 |
| GROSS POSSIBLE INCOME | ( 339) | 100.0% | 100.0% | 100.0% | 6.69 | 5.83 | 8.42 | ( 62) | 100.0% | 100.0% | 100.0% | 7.27 | 5.48 | 9.60 |
| TOTAL COLLECTIONS | ( 339) | 99.3 | 98.2 | 99.8 | 6.60 | 5.67 | 8.32 | ( 62) | 99.5 | 97.1 | 99.9 | 7.23 | 5.48 | 9.58 |
| EXPENSES | | | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 338) | 5.3 | 4.6 | 6.0 | .36 | .30 | .44 | ( 61) | 4.8 | 4.2 | 6.0 | .42 | .32 | .49 |
| OTHER ADMINISTRTVE.** | ( 337) | 6.6 | 5.2 | 8.2 | .45 | .33 | .60 | ( 61) | 6.3 | 5.3 | 7.8 | .47 | .32 | .61 |
| SUBTOTAL ADMINIST. | ( 339) | 11.8% | 10.1% | 13.6% | .83 | .66 | 1.02 | ( 62) | 11.2% | 9.8% | 13.8% | .83 | .60 | 1.04 |
| SUPPLIES | ( 314) | .2 | .1 | .4 | .01 | .01 | .03 | ( 60) | .1 | .1 | .3 | .01 | .01 | .03 |
| HEATING FUEL-CA ONLY* | ( 200) | .6 | .3 | 1.0 | .04 | .02 | .07 | ( 31) | .5 | .3 | .8 | .04 | .02 | .07 |
| CA & APTS.* | ( 59) | 3.1 | 1.6 | 4.9 | .28 | .21 | .42 | ( 22) | 3.6 | 2.5 | 4.7 | .35 | .24 | .45 |
| ELECTRICITY--CA ONLY* | ( 288) | 1.1 | .6 | 1.7 | .08 | .04 | .12 | ( 44) | 1.4 | .8 | 1.8 | .09 | .04 | .13 |
| CA & APTS.* | ( 46) | 3.0 | 1.2 | 5.7 | .19 | .08 | .60 | ( 18) | 3.9 | 1.7 | 5.7 | .53 | .08 | .58 |
| WATER/SEWER--CA ONLY* | ( 28) | .4 | .1 | 1.5 | .03 | .01 | .11 | ( 4) | .8 | | | .01 | | |
| CA & APTS.* | ( 309) | 2.6 | 1.7 | 3.7 | .17 | .12 | .27 | ( 57) | 1.8 | 1.0 | 2.8 | .14 | .08 | .18 |
| GAS----------CA ONLY* | ( 162) | .2 | .1 | .3 | .01 | .01 | .02 | ( 27) | .2 | .1 | .4 | .01 | .01 | .02 |
| CA & APTS.* | ( 37) | .7 | .5 | 1.3 | .08 | .03 | .12 | ( 11) | 1.1 | .7 | 1.3 | .12 | .04 | .16 |
| BUILDING SERVICES | ( 265) | 1.0 | .6 | 1.5 | .07 | .04 | .10 | ( 48) | 1.0 | .5 | 1.2 | .07 | .05 | .10 |
| OTHER OPERATING | ( 194) | .3 | .2 | 1.1 | .02 | .01 | .07 | ( 39) | .4 | .2 | 1.6 | .03 | .01 | .09 |
| SUBTOTAL OPERATING | ( 339) | 6.4% | 4.9% | 8.4% | .44 | .31 | .64 | ( 62) | 7.4% | 4.8% | 9.9% | .49 | .30 | .94 |
| SECURITY** | ( 93) | .3 | .1 | .8 | .02 | .01 | .05 | ( 18) | .3 | .0 | .4 | .02 | .01 | .03 |
| GROUNDS MAINTENANCE** | ( 328) | 1.8 | .8 | 2.6 | .12 | .05 | .21 | ( 59) | 1.8 | 1.0 | 3.1 | .14 | .06 | .24 |
| MAINTENANCE-REPAIRS | ( 339) | 2.5 | 1.6 | 4.0 | .18 | .12 | .28 | ( 62) | 2.4 | 1.4 | 3.8 | .19 | .11 | .29 |
| PAINTING/DECORATING** | ( 330) | 1.0 | .5 | 1.9 | .07 | .04 | .12 | ( 59) | .9 | .3 | 1.6 | .07 | .03 | .12 |
| SUBTOTAL MAINTENANCE | ( 339) | 5.9% | 3.9% | 8.5% | .42 | .27 | .61 | ( 62) | 5.9% | 3.2% | 8.3% | .46 | .25 | .65 |
| REAL ESTATE TAXES | ( 334) | 5.6 | 4.3 | 7.7 | .38 | .28 | .55 | ( 62) | 6.2 | 4.8 | 8.5 | .47 | .32 | .62 |
| OTHER TAX/FEE/PERMIT | ( 182) | .4 | .1 | 1.0 | .03 | .01 | .08 | ( 31) | .4 | .1 | .7 | .02 | .01 | .05 |
| INSURANCE | ( 336) | 2.3 | 1.6 | 3.1 | .15 | .10 | .22 | ( 60) | 2.2 | 1.7 | 3.0 | .16 | .11 | .22 |
| SUBTOTAL TAX-INSURNCE | ( 338) | 8.6% | 6.7% | 10.7% | .58 | .44 | .78 | ( 62) | 9.3% | 6.9% | 11.5% | .61 | .47 | .88 |
| RECREATNL/AMENITIES** | ( 53) | .4 | .2 | .8 | .02 | .01 | .05 | ( 13) | .3 | .2 | .5 | .02 | .01 | .03 |
| OTHER PAYROLL** | ( 289) | 4.3 | 2.8 | 5.4 | .28 | .21 | .37 | ( 54) | 4.6 | 3.1 | 5.8 | .30 | .21 | .38 |
| TOTAL ALL EXPENSES | ( 339) | 37.7% | 32.3% | 43.9% | 2.64 | 2.10 | 3.28 | ( 62) | 39.8% | 33.0% | 46.1% | 2.71 | 2.18 | 4.02 |
| NET OPERATING INCOME | ( 339) | 60.5% | 53.9% | 66.3% | 4.04 | 3.34 | 5.24 | ( 62) | 58.7% | 51.3% | 66.0% | 4.39 | 3.31 | 6.14 |
| PAYROLL RECAP** | ( 305) | 7.9 | 6.1 | 9.9 | .54 | .43 | .69 | ( 62) | 7.3 | 5.1 | 10.5 | .55 | .42 | .71 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

| | 1978 TO DATE<br>GARDEN BUILDINGS<br>SECTION 221(D)3 | | | | | | | 1978 TO DATE<br>GARDEN BUILDINGS<br>SECT. 8 - FAMILY | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | 14 BUILDINGS 1,633 APARTMENTS<br>1,111,924 RENTABLE SQUARE FEET | | | | | | | 244 BUILDINGS 20,485 APARTMENTS<br>16,326,319 RENTABLE SQUARE FEET | | | | | | |
| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
| | | MED | LOW | HIGH | MED | LOW | HIGH | | MED | LOW | HIGH | MED | LOW | HIGH |
| INCOME | | | | | | | | | | | | | | |
| RENTS-APARTMENTS | ( 13) | 98.5% | 96.8% | 99.2% | 6.21 | 5.63 | 6.30 | ( 243) | 98.4% | 97.2% | 99.1% | 6.51 | 5.72 | 7.81 |
| RENTS-GARAGE/PARKING | ( 1) | 98.0 | | | 6.26 | | | ( 10) | 1.8 | | | .10 | | |
| RENTS-STORES/OFFICES | ( 1) | 1.5 | | | | | | ( ) | | | | | | |
| GROSS POSSIBLE RENTS | ( 14) | 98.7% | 96.8% | 99.2% | 6.21 | 5.63 | 6.30 | ( 244) | 98.5% | 97.3% | 99.1% | 6.51 | 5.72 | 7.82 |
| VACANCIES/RENT LOSS | ( 12) | .9 | .8 | 2.8 | .10 | .05 | .16 | ( 219) | .9 | .4 | 1.8 | .06 | .02 | .12 |
| TOTAL RENTS COLLECTED | ( 14) | 97.1 | 95.2 | 98.5 | 6.02 | 5.47 | 6.25 | ( 244) | 97.3 | 95.9 | 98.5 | 6.31 | 5.60 | 7.68 |
| OTHER INCOME | ( 13) | 1.5 | .8 | 3.2 | .10 | .04 | .18 | ( 240) | 1.6 | .9 | 2.7 | .11 | .06 | .19 |
| GROSS POSSIBLE INCOME | ( 14) | 100.0% | 100.0% | 100.0% | 6.34 | 5.82 | 6.44 | ( 244) | 100.0% | 100.0% | 100.0% | 6.60 | 5.90 | 8.16 |
| TOTAL COLLECTIONS | ( 14) | 99.2 | 97.2 | 99.4 | 6.18 | 5.65 | 6.35 | ( 244) | 99.3 | 98.3 | 99.8 | 6.48 | 5.72 | 8.08 |
| EXPENSES | | | | | | | | | | | | | | |
| MANAGEMENT FEE | ( 14) | 4.9 | 3.9 | 5.3 | .30 | .27 | .36 | ( 244) | 5.5 | 4.7 | 6.0 | .35 | .30 | .43 |
| OTHER ADMINISTRTVE.** | ( 14) | 7.9 | 4.3 | 9.4 | .41 | .27 | .49 | ( 244) | 6.6 | 5.2 | 8.1 | .45 | .33 | .59 |
| SUBTOTAL ADMINIST. | ( 14) | 12.9% | 9.2% | 14.4% | .69 | .59 | .87 | ( 244) | 12.0% | 10.4% | 13.4% | .83 | .67 | 1.01 |
| SUPPLIES | ( 12) | .2 | .1 | .3 | .01 | .00 | .02 | ( 226) | .2 | .1 | .4 | .01 | .01 | .03 |
| HEATING FUEL-CA ONLY* | ( 8) | .9 | | | .05 | | | ( 153) | .6 | .3 | 1.0 | .04 | .02 | .06 |
| CA & APTS.* | ( 3) | 4.9 | | | .25 | | | ( 26) | 2.3 | .4 | 3.7 | .22 | .03 | .28 |
| ELECTRICITY--CA ONLY* | ( 12) | 1.3 | .7 | 1.9 | .08 | .04 | .12 | ( 221) | 1.0 | .6 | 1.6 | .07 | .04 | .11 |
| CA & APTS.* | ( 2) | 10.7 | | | .48 | | | ( 20) | 1.4 | 1.0 | 3.0 | .09 | .06 | .18 |
| WATER/SEWER--CA ONLY* | ( 4) | 1.6 | | | .11 | | | ( 20) | .3 | .2 | 1.5 | .02 | .01 | .09 |
| CA & APTS.* | ( 10) | 2.6 | | | .16 | | | ( 224) | 2.8 | 1.9 | 3.8 | .19 | .13 | .28 |
| GAS----------CA ONLY* | ( 8) | .1 | | | .01 | | | ( 121) | .2 | .1 | .3 | .01 | .01 | .02 |
| CA & APTS.* | ( 2) | 3.9 | | | .17 | | | ( 19) | .5 | .2 | .9 | .03 | .01 | .09 |
| BUILDING SERVICES | ( 10) | .9 | | | .06 | | | ( 191) | 1.0 | .6 | 1.5 | .08 | .04 | .10 |
| OTHER OPERATING | ( 10) | .6 | | | .04 | | | ( 136) | .3 | .2 | 1.1 | .02 | .01 | .07 |
| SUBTOTAL OPERATING | ( 14) | 6.9% | 3.9% | 9.3% | .44 | .23 | .65 | ( 244) | 6.1% | 4.9% | 7.9% | .43 | .31 | .56 |
| SECURITY** | ( 4) | .3 | | | .02 | | | ( 65) | .3 | .1 | .8 | .02 | .01 | .05 |
| GROUNDS MAINTENANCE** | ( 14) | 2.1 | 1.6 | 2.9 | .13 | .11 | .18 | ( 238) | 1.7 | .8 | 2.6 | .11 | .05 | .20 |
| MAINTENANCE-REPAIRS | ( 14) | 2.5 | 2.0 | 3.3 | .14 | .12 | .21 | ( 244) | 2.7 | 1.7 | 4.0 | .18 | .12 | .28 |
| PAINTING/DECORATING** | ( 14) | 1.7 | 1.3 | 2.0 | .10 | .09 | .12 | ( 241) | 1.0 | .5 | 1.8 | .07 | .04 | .12 |
| SUBTOTAL MAINTENANCE | ( 14) | 6.4% | 5.7% | 8.2% | .41 | .36 | .43 | ( 244) | 5.8% | 3.9% | 8.5% | .41 | .28 | .59 |
| REAL ESTATE TAXES | ( 13) | 5.9 | 4.7 | 7.5 | .38 | .33 | .45 | ( 244) | 5.2 | 4.2 | 7.2 | .37 | .27 | .50 |
| OTHER TAX/FEE/PERMIT | ( 11) | .8 | .3 | 1.1 | .05 | | | ( 132) | .3 | .1 | 1.0 | .03 | .01 | .08 |
| INSURANCE | ( 13) | 2.6 | 2.1 | 3.4 | .16 | .12 | .22 | ( 244) | 2.3 | 1.5 | 3.0 | .15 | .10 | .22 |
| SUBTOTAL TAX-INSURNCE | ( 13) | 9.7% | 8.6% | 10.8% | .61 | .55 | .67 | ( 244) | 8.4% | 6.6% | 10.4% | .57 | .43 | .76 |
| RECREATNL/AMENITIES** | ( 3) | 1.7 | | | .07 | | | ( 27) | .4 | .2 | .8 | .03 | .01 | .05 |
| OTHER PAYROLL** | ( 12) | 2.5 | 1.6 | 4.7 | .19 | .12 | .27 | ( 209) | 4.3 | 3.0 | 5.3 | .28 | .22 | .36 |
| TOTAL ALL EXPENSES | ( 14) | 36.7% | 31.9% | 42.2% | 2.46 | 1.98 | 2.94 | ( 244) | 37.0% | 32.0% | 42.0% | 2.62 | 2.07 | 3.17 |
| NET OPERATING INCOME | ( 14) | 63.4% | 55.0% | 67.3% | 3.68 | 3.23 | 4.06 | ( 244) | 61.6% | 55.0% | 66.8% | 4.02 | 3.42 | 4.99 |
| PAYROLL RECAP** | ( 11) | 6.1 | 4.9 | 9.1 | .49 | | | ( 217) | 8.0 | 6.5 | 9.8 | .54 | .44 | .67 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

1978 TO DATE

GARDEN BUILDINGS
ALL ELDERLY/HANDICAPPED

74 BUILDINGS 5,700 APARTMENTS
4,029,660 RENTABLE SQUARE FEET

| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
|---|---|---|---|---|---|---|---|
| | | MED | LOW | HIGH | MED | LOW | HIGH |
| INCOME | | | | | | | |
| RENTS-APARTMENTS | ( 74) | 99.2% | 98.1% | 99.6% | 7.70 | 5.82 | 9.76 |
| RENTS-GARAGE/PARKING | ( 4) | 2.0 | | | .13 | | |
| RENTS-STORES/OFFICES | ( 2) | 5.8 | | | .50 | | |
| GROSS POSSIBLE RENTS | ( 74) | 99.3% | 98.1% | 99.6% | 7.70 | 5.82 · | 9.76 |
| VACANCIES/RENT LOSS | ( 65) | .7 | .3 | 2.9 | .06 | .02 | .24 |
| TOTAL RENTS COLLECTED | ( 74) | 98.2 | 95.1 | 99.1 | 7.64 | 5.62 | 9.73 |
| OTHER INCOME | ( 70) | 1.0 | .4 | 1.9 | .07 | .04 | .13 |
| GROSS POSSIBLE INCOME | ( 74) | 100.0% | 100.0% | 100.0% | 7.82 | 5.92 | 9.94 |
| TOTAL COLLECTIONS | ( 74) | 99.5 | 98.4 | 99.9 | 7.73 | 5.65 | 9.83 |
| EXPENSES | | | | | | | |
| MANAGEMENT FEE | ( 73) | 5.0 | 4.3 | 6.0 | .42 | .34 | .51 |
| OTHER ADMINISTRTVE.** | ( 72) | 6.4 | 5.0 | 8.1 | .47 | .32 | .65 |
| SUBTOTAL ADMINIST. | ( 74) | 11.2% | 9.7% | 14.5% | .88 | .62 | 1.16 |
| SUPPLIES | ( 69) | .2 | .1 | .4 | .01 | .01 | .04 |
| HEATING FUEL-CA ONLY* | ( 35) | .5 | .3 | 1.3 | .04 | .02 | .10 |
| CA & APTS.* | ( 28) | 3.7 | 2.5 | 4.9 | .35 | .25 | .47 |
| ELECTRICITY--CA ONLY* | ( 50) | 1.5 | .8 | 1.9 | .10 | .05 | .16 |
| CA & APTS.* | ( 23) | 4.5 | 1.7 | 7.1 | .56 | .11 | .64 |
| WATER/SEWER--CA ONLY* | ( 4) | .8 | | | .01 | | |
| CA & APTS.* | ( 68) | 1.8 | 1.0 | 2.7 | .14 | .10 | .18 |
| GAS----------CA ONLY* | ( 32) | .2 | .1 | .5 | .02 | .01 | .05 |
| CA & APTS.* | ( 15) | .9 | .5 | 1.3 | .11 | .04 | .15 |
| BUILDING SERVICES | ( 58) | 1.0 | .5 | 1.3 | .07 | .05 | .10 |
| OTHER OPERATING | ( 44) | .4 | .2 | 1.5 | .03 | .01 | .07 |
| SUBTOTAL OPERATING | ( 74) | 7.8% | 5.4% | 11.6% | .54 | .32 | 1.04 |
| SECURITY** | ( 21) | .4 | .1 | .9 | .03 | .01 | .08 |
| GROUNDS MAINTENANCE** | ( 69) | 1.8 | 1.0 | 3.1 | .15 | .07 | .24 |
| MAINTENANCE-REPAIRS | ( 74) | 2.5 | 1.4 | 3.9 | .21 | .11 | .34 |
| PAINTING/DECORATING** | ( 68) | .9 | .3 | 1.6 | .06 | .03 | .12 |
| SUBTOTAL MAINTENANCE | ( 74) | 6.2% | 3.6% | 8.3% | .48 | .26 | .69 |
| REAL ESTATE TAXES | ( 70) | 6.5 | 4.8 | 8.6 | .49 | .32 | .79 |
| OTHER TAX/FEE/PERMIT | ( 38) | .5 | .1 | .9 | .02 | .01 | .07 |
| INSURANCE | ( 72) | 2.2 | 1.7 | 2.9 | .16 | .12 | .23 |
| SUBTOTAL TAX-INSURNCE | ( 74) | 9.3% | 6.9% | 11.5% | .68 | .46 | .96 |
| RECREATNL/AMENITIES** | ( 18) | .3 | .2 | .6 | .02 | .01 | .08 |
| OTHER PAYROLL** | ( 63) | 4.4 | 2.7 | 5.7 | .30 | .19 | .39 |
| TOTAL ALL EXPENSES | ( 74) | 40.3% | 33.9% | 46.0% | 2.92 | 2.26 | 4.15 |
| NET OPERATING INCOME | ( 74) | 58.5% | 51.4% | 65.3% | 4.55 | 3.44 | 6.14 |
| PAYROLL RECAP** | ( 71) | 7.5 | 5.2 | 10.8 | .59 | .43 | .82 |

1978 TO DATE

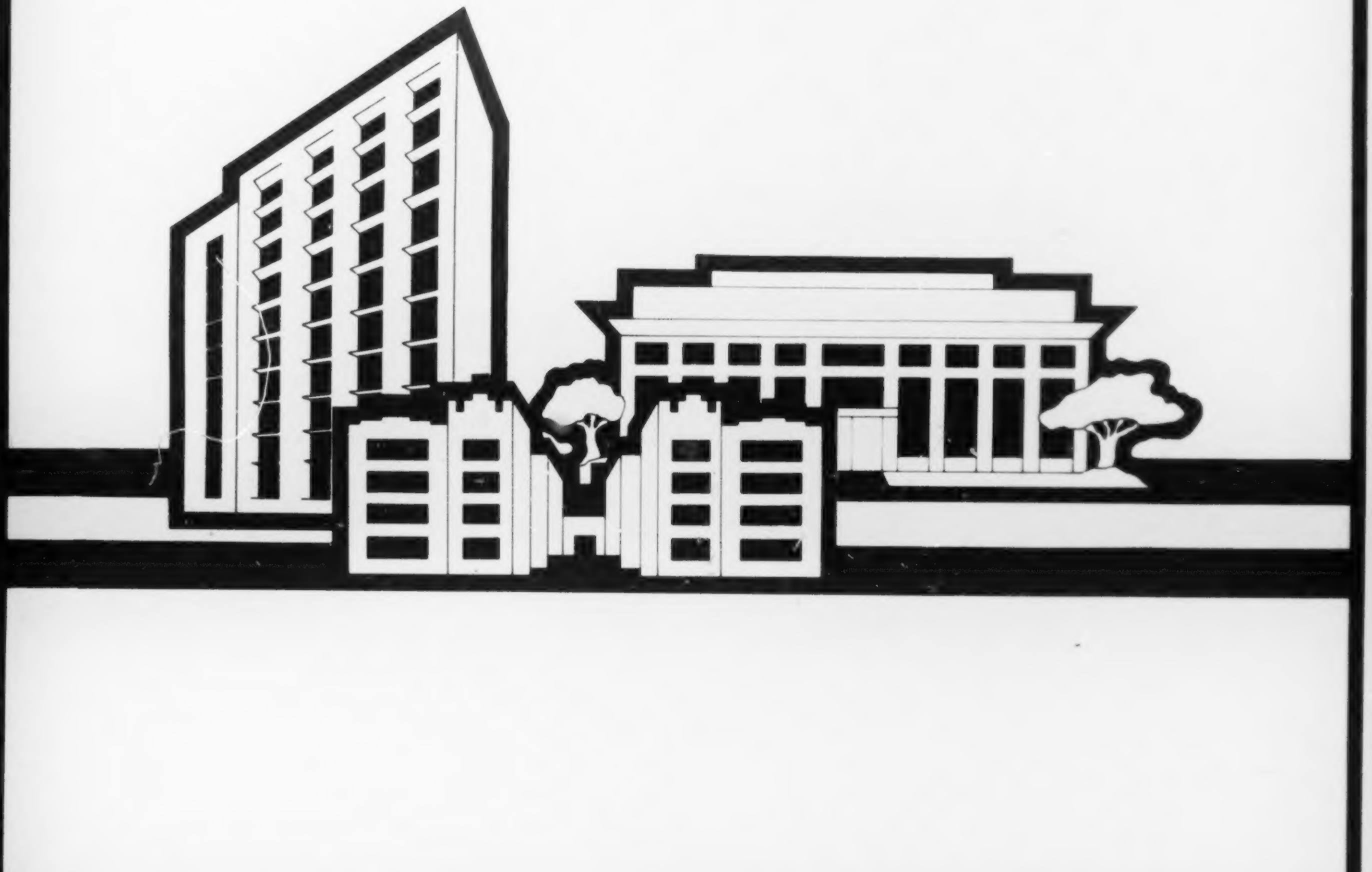
GARDEN BUILDINGS
ALL FAMILY/NONELDERLY

265 BUILDINGS 22,684 APARTMENTS
17,930,061 RENTABLE SQUARE FEET

| | BLDGS. | -----% OF GPTI------ | | | ----$/SQ.FT.---- | | |
|---|---|---|---|---|---|---|---|
| | | MED | LOW | HIGH | MED | LOW | HIGH |
| INCOME | | | | | | | |
| RENTS-APARTMENTS | ( 263) | 98.4% | 97.2% | 99.1% | 6.39 | 5.65 | 7.71 |
| RENTS-GARAGE/PARKING | ( 12) | 1.8 | 1.5 | 3.1 | .10 | .07 | .21 |
| RENTS-STORES/OFFICES | ( 1) | 1.5 | | | | | |
| GROSS POSSIBLE RENTS | ( 265) | 98.4% | 97.3% | 99.1% | 6.38 | 5.65 | 7.71 |
| VACANCIES/RENT LOSS | ( 237) | .9 | .4 | 2.0 | .06 | .03 | .14 |
| TOTAL RENTS COLLECTED | ( 265) | 97.3 | 95.6 | 98.5 | 6.23 | 5.56 | 7.56 |
| OTHER INCOME | ( 260) | 1.6 | .9 | 2.7 | .11 | .06 | .19 |
| GROSS POSSIBLE INCOME | ( 265) | 100.0% | 100.0% | 100.0% | 6.53 | 5.83 | 7.85 |
| TOTAL COLLECTIONS | ( 265) | 99.3 | 98.2 | 99.7 | 6.37 | 5.70 | 7.76 |
| EXPENSES | | | | | | | |
| MANAGEMENT FEE | ( 265) | 5.4 | 4.7 | 6.0 | .35 | .30 | .42 |
| OTHER ADMINISTRTVE.** | ( 265) | 6.6 | 5.2 | 8.2 | .44 | .33 | .59 |
| SUBTOTAL ADMINIST. | ( 265) | 12.0% | 10.4% | 13.5% | .81 | .66 | .99 |
| SUPPLIES | ( 245) | .2 | .1 | .4 | .01 | .01 | .03 |
| HEATING FUEL-CA ONLY* | ( 165) | .6 | .3 | 1.0 | .04 | .02 | .06 |
| CA & APTS.* | ( 31) | 2.7 | .5 | 4.2 | .23 | .08 | .29 |
| ELECTRICITY--CA ONLY* | ( 238) | 1.0 | .6 | 1.6 | .07 | .04 | .11 |
| CA & APTS.* | ( 23) | 2.2 | 1.0 | 3.6 | .09 | .06 | .26 |
| WATER/SEWER--CA ONLY* | ( 24) | .4 | .2 | 1.6 | .03 | .01 | .11 |
| CA & APTS.* | ( 241) | 2.9 | 1.9 | 3.8 | .19 | .13 | .28 |
| GAS----------CA ONLY* | ( 130) | .2 | .1 | .3 | .01 | .01 | .02 |
| CA & APTS.* | ( 22) | .7 | .4 | 1.3 | .06 | .02 | .12 |
| BUILDING SERVICES | ( 207) | 1.0 | .6 | 1.5 | .07 | .04 | .10 |
| OTHER OPERATING | ( 150) | .3 | .2 | 1.1 | .02 | .01 | .07 |
| SUBTOTAL OPERATING | ( 265) | 6.2% | 4.8% | 8.0% | .43 | .31 | .56 |
| SECURITY** | ( 72) | .3 | .1 | .8 | .02 | .01 | .05 |
| GROUNDS MAINTENANCE** | ( 259) | 1.8 | .8 | 2.6 | .11 | .05 | .19 |
| MAINTENANCE-REPAIRS | ( 265) | 2.7 | 1.7 | 4.0 | .18 | .12 | .27 |
| PAINTING/DECORATING** | ( 262) | 1.1 | .6 | 1.9 | .07 | .04 | .12 |
| SUBTOTAL MAINTENANCE | ( 265) | 5.8% | 3.9% | 8.5% | .41 | .28 | .59 |
| REAL ESTATE TAXES | ( 264) | 5.3 | 4.2 | 7.5 | .37 | .27 | .50 |
| OTHER TAX/FEE/PERMIT | ( 144) | .4 | .1 | 1.1 | .03 | .01 | .09 |
| INSURANCE | ( 264) | 2.3 | 1.6 | 3.1 | .15 | .10 | .22 |
| SUBTOTAL TAX-INSURNCE | ( 264) | 8.5% | 6.7% | 10.4% | .57 | .43 | .74 |
| RECREATNL/AMENITIES** | ( 35) | .4 | .2 | .8 | .03 | .01 | .05 |
| OTHER PAYROLL** | ( 226) | 4.3 | 2.8 | 5.3 | .28 | .21 | .35 |
| TOTAL ALL EXPENSES | ( 265) | 37.1% | 32.0% | 42.4% | 2.61 | 2.07 | 3.16 |
| NET OPERATING INCOME | ( 265) | 61.4% | 54.6% | 66.8% | 4.00 | 3.33 | 4.90 |
| PAYROLL RECAP** | ( 234) | 8.1 | 6.4 | 9.8 | .54 | .43 | .67 |

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting, and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data* and *Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix.

# TURNOVER REPORTS



METROPOLITAN AREAS AND REGIONS
U.S.A.

## 1986 TENANT TURNOVER RATES

BY BUILDING TYPE
ELEVATOR BUILDINGS

| METROPOLITAN AREAS | NUMBER OF APARTMENTS REPORTING | TURNOVER NEW TENANTS | PERCENTAGE TURNOVER |
|---|---|---|---|
| AKRON, OH | 452 | 44 | 9.7% |
| ALBANY-TROY, NY | 402 | 101 | 25.1% |
| ALTOONA, PA | 161 | 20 | 12.4% |
| ASHVILLE, NC | 116 | 36 | 31.0% |
| BALTIMORE, MD | 1,706 | 168 | 9.8% |
| BIRMINGHAM, AL | 271 | 36 | 13.3% |
| BOSTON, MA | 3,399 | 20,091 | 591.1% |
| CANTON, OH | 300 | 5 | 1.7% |
| CHAMPAIGN-URBANA, IL | 221 | 24 | 10.9% |
| CHARLESTON, WV | 401 | 34 | 8.5% |
| CHICAGO, IL | 1,494 | 310 | 20.7% |
| CINCINNATI, OH | 942 | 124 | 13.2% |
| CLEVELAND, OH | 1,769 | 195 | 11.0% |
| COLORADO SPGS., CO | 46 | 7 | 15.2% |
| COLUMBUS, OH | 78 | 9 | 11.5% |
| DAVENPORT-MOL., IA/IL | 60 | 8 | 13.3% |
| DAYTON, OH | 318 | 13 | 4.1% |
| DENVER, CO | 1,491 | 226 | 15.2% |
| DETROIT, MI | 1,048 | 66 | 6.3% |
| DULUTH, MN | 456 | 56 | 12.3% |
| ERIE, PA | 578 | 41 | 7.1% |
| FORT LAUDERDALE, FL | 100 | 6 | 6.0% |
| HAGERSTOWN, MD | 101 | 7 | 6.9% |
| HARRISBURG, PA | 163 | 20 | 12.3% |
| HARTFORD, CT | 473 | 24 | 5.1% |
| HUNTINGTON-ASH., WV/KY | 88 | 2 | 2.3% |
| HUNTSVILLE, AL | 275 | 49 | 17.8% |
| INDIANAPOLIS, IN | 138 | 29 | 21.0% |
| JACKSON, MS | 180 | 22 | 12.2% |
| JOHNSTOWN, PA | 377 | 37 | 9.8% |
| KALAMAZOO, MI | 160 | 27 | 16.9% |
| KANSAS CITY, MO | 707 | 71 | 10.0% |
| KNOXVILLE, TN | 679 | 84 | 12.4% |
| LANCASTER, PA | 90 | 4 | 4.4% |
| LANSING, MI | 547 | 56 | 10.2% |
| LIMA, OH | 200 | 3 | 1.5% |
| LITTLE ROCK, AR | 70 | 14 | 20.0% |
| LONG BRANCH, NJ | 151 | 4 | 2.6% |
| LOS ANGELES, CA | 311 | 9 | 2.9% |
| LOUISVILLE, KY | 540 | 445 | 82.4% |
| LOWELL, MA | 741 | 71 | 9.6% |
| MADISON, WI | 151 | 19 | 12.6% |
| MANCHESTER, NH | 24 | 6 | 25.0% |
| MIAMI, FL | 165 | 9 | 5.5% |
| MINNEAPOLIS-S PL., MN | 791 | 130 | 16.4% |
| MUSKEGON, MI | 172 | 1 | .6% |
| NASHVILLE, TN | 253 | 49 | 19.4% |
| NEW HAVEN, CT | 121 | 25 | 20.7% |
| NEW YORK CITY, NY | 203 | 8 | 3.9% |
| NEWARK, NJ | 907 | 32 | 3.5% |
| NORFOLK, VA | 150 | 16 | 10.7% |
| ODESSA-MIDLAND, TX | 120 | 15 | 12.5% |
| OKLAHOMA CITY, OK | 85 | 25 | 29.4% |
| ORANGE COUNTY, CA | 199 | 6 | 3.0% |
| OWENSBORO, KY | 102 | 29 | 28.4% |
| PERTH AMBOY, NJ | 96 | 7 | 7.3% |
| PITTSBURGH, PA | 2,520 | 227 | 9.0% |
| PORTLAND, ME | 90 | 11 | 12.2% |
| PORTLAND, OR | 140 | 17 | 12.1% |
| PROVIDENCE, RI | 794 | 81 | 10.2% |
| RENO, NV | 148 | 18 | 12.2% |
| RICHMOND, VA | 367 | 67 | 18.3% |
| ROCHESTER, MN | 191 | 18 | 9.4% |
| ROCHESTER, NY | 1,514 | 258 | 17.0% |
| ROCKFORD, IL | 239 | 9 | 3.8% |
| S. BEND/FT.WAYNE, IN | 188 | 30 | 16.0% |
| SAGINAW, MI | 189 | 57 | 30.2% |
| SALT LAKE CITY, UT | 313 | 57 | 18.2% |
| SAN DIEGO, CA | 484 | 43 | 8.9% |
| SCRANTON, PA | 97 | 12 | 12.4% |
| SEATTLE, WA | 310 | 38 | 12.3% |
| SIOUX CITY, IA | 219 | 21 | 9.6% |
| SPOKANE, WA | 125 | 12 | 9.6% |
| ST LOUIS, MO | 424 | 39 | 9.2% |
| STAMFORD, CT | 148 | 1 | .7% |
| SYRACUSE, NY | 124 | 14 | 11.3% |
| TACOMA, WA | 168 | 25 | 14.9% |
| TOLEDO, OH | 165 | 12 | 7.3% |
| TOPEKA, KS | 60 | 5 | 8.3% |
| WASHINGTON, DC | 448 | 107 | 23.9% |
| WATERBURY, CT | 170 | 16 | 9.4% |
| WHEELING, WV | 161 | 16 | 9.9% |
| WICHITA, KS | 586 | 70 | 11.9% |
| WILMINGTON, DE | 169 | 9 | 5.3% |
| WORCESTER, MA | 410 | 22 | 5.4% |
| NON-METROPOLITAN | 1,681 | 222 | 13.2% |
| REGION | | | |
| 1 AND 2 | 9,915 | 20,788 | 209.7% |
| 3 | 8,143 | 854 | 10.5% |
| 4 | 2,838 | 786 | 27.7% |
| 5 | 10,689 | 1,315 | 12.3% |
| 6 | 418 | 62 | 14.8% |
| 7 | 2,051 | 214 | 10.4% |
| 8 AND 10 | 2,710 | 397 | 14.6% |
| 9 | 1,142 | 76 | 6.7% |
| TOTAL U.S.A. | 37,906 | 24,492 | 64.6% |

## METROPOLITAN AREAS AND REGIONS
## U.S.A.

## 1986 TENANT TURNOVER RATES

## BY BUILDING TYPE
## LOW-RISE BUILDINGS

| METROPOLITAN AREAS | NUMBER OF APARTMENTS REPORTING | TURNOVER NEW TENANTS | PERCENTAGE TURNOVER |
|---|---|---|---|
| ALBANY-TROY, NY | 100 | 12 | 12.0% |
| ALBUQUERQUE, NM | 974 | 529 | 54.3% |
| ALTOONA, PA | 91 | 5 | 5.5% |
| ANN ARBOR, MI | 12 | 4 | 33.3% |
| BALTIMORE, MD | 497 | 45 | 9.1% |
| BEAUMONT-PT ART., TX | 90 | 10 | 11.1% |
| BIRMINGHAM, AL | 40 | 8 | 20.0% |
| BOSTON, MA | 1,032 | 80 | 7.8% |
| CANTON, OH | 40 | 3 | 7.5% |
| CEDAR RAPIDS, IA | 112 | 9 | 8.0% |
| CHAMPAIGN-URBANA, IL | 462 | 52 | 11.3% |
| CHARLOTTE, NC | 170 | 22 | 12.9% |
| CHICAGO, IL | 886 | 145 | 16.4% |
| CINCINNATI, OH | 726 | 166 | 22.9% |
| CLEVELAND, OH | 79 | 11 | 13.9% |
| COLORADO SPGS., CO | 114 | 29 | 25.4% |
| COLUMBIA, SC | 114 | 28 | 24.6% |
| COLUMBUS, OH | 263 | 52 | 19.8% |
| DAVENPORT-MOL., IA/IL | 164 | 61 | 37.2% |
| DAYTON, OH | 222 | 18 | 8.1% |
| DENVER, CO | 411 | 94 | 22.9% |
| DES MOINES, IA | 161 | 22 | 13.7% |
| DETROIT, MI | 60 | 10 | 16.7% |
| DULUTH, MN | 144 | 68 | 47.2% |
| EL PASO, TX | 100 | 34 | 34.0% |
| FAYETTEVILLE, NC | 110 | 26 | 23.6% |
| FLINT, MI | 120 | 36 | 30.0% |
| GAINESVILLE, FL | 142 | 24 | 16.9% |
| GRAND RAPIDS, MI | 452 | 50 | 11.1% |
| GREENSBORO-H PT., NC | 210 | 86 | 41.0% |
| GREENVILLE, SC | 167 | 54 | 32.3% |
| HARTFORD, CT | 143 | 13 | 9.1% |
| HONOLULU, HI | 76 | 6 | 7.9% |
| INDIANAPOLIS, IN | 289 | 44 | 15.2% |
| JACKSON, MI | 125 | 24 | 19.2% |
| JACKSON, MS | 100 | 23 | 23.0% |
| KALAMAZOO, MI | 142 | 16 | 11.3% |
| KANSAS CITY, MO | 98 | 31 | 31.6% |
| KNOXVILLE, TN | 304 | 126 | 41.4% |
| LANSING, MI | 100 | 15 | 15.0% |
| LEXINGTON, KY | 65 | 18 | 27.7% |
| LIMA, OH | 36 | 17 | 47.2% |
| LOS ANGELES, CA | 250 | 43 | 17.2% |
| LOUISVILLE, KY | 173 | 16 | 9.2% |
| LOWELL, MA | 183 | 8 | 4.4% |
| MADISON, WI | 165 | 14 | 8.5% |
| MANCHESTER, NH | 98 | 13 | 13.3% |
| MEMPHIS, TN | 138 | 24 | 17.4% |
| MIAMI, FL | 75 | 18 | 24.0% |
| MILWAUKEE, WI | 233 | 29 | 12.4% |
| MINNEAPOLIS-S PL., MN | 433 | 115 | 26.6% |
| MODESTO, CA | 100 | 23 | 23.0% |
| NEW YORK CITY, NY | 200 | 11 | 5.5% |
| NEWARK, NJ | 242 | 27 | 11.2% |
| NORFOLK, VA | 326 | 98 | 30.1% |
| OMAHA, NE | 72 | 11 | 15.3% |
| PATERSON, NJ | 100 | 16 | 16.0% |
| PEORIA, IL | 709 | 241 | 34.0% |
| PHILADELPHIA, PA | 96 | 8 | 8.3% |
| PITTSBURGH, PA | 479 | 65 | 13.6% |
| PORTLAND, ME | 20 | 3 | 15.0% |
| PROVIDENCE, RI | 664 | 53 | 8.0% |
| RALEIGH-DURHAM, NC | 36 | 5 | 13.9% |
| ROCKFORD, IL | 74 | 5 | 6.8% |
| S. BEND/FT.WAYNE, IN | 324 | 58 | 17.9% |
| SACRAMENTO, CA | 431 | 133 | 30.9% |
| SALT LAKE CITY, UT | 907 | 371 | 40.9% |
| SAN ANTONIO, TX | 422 | 332 | 78.7% |
| SAN DIEGO, CA | 36 | 20 | 55.6% |
| SAN FRANCISCO, CA | 212 | 22 | 10.4% |
| SAVANNAH, GA | 188 | 73 | 38.8% |
| SEATTLE, WA | 45 | 11 | 24.4% |
| SIOUX CITY, IA | 477 | 61 | 12.8% |
| SPRINGFIELD, MA | 154 | 40 | 26.0% |
| ST LOUIS, MO | 263 | 52 | 19.8% |
| ST. CLOUD, MN | 156 | 25 | 16.0% |
| STOCKTON, CA | 52 | 5 | 9.6% |
| TALLAHASSEE, FL | 234 | 81 | 34.6% |
| TAMPA-ST PETER., FL | 578 | 235 | 40.7% |
| TULSA, OK | 610 | 166 | 27.2% |
| UTICA-ROME, NY | 99 | 48 | 48.5% |
| WASHINGTON, DC | 109 | 13 | 11.9% |
| WATERBURY, CT | 335 | 42 | 12.5% |
| WINSTON-SALEM, NC | 63 | 7 | 11.1% |
| WORCESTER, MA | 134 | 5 | 3.7% |
| NON-METROPOLITAN | 3,001 | 932 | 31.1% |
| REGION | | | |
| 1 AND 2 | 3,787 | 435 | 11.5% |
| 3 | 1,598 | 234 | 14.6% |
| 4 | 3,334 | 943 | 28.3% |
| 5 | 6,555 | 1,302 | 19.9% |
| 6 | 3,220 | 1,620 | 50.3% |
| 7 | 1,594 | 240 | 15.1% |
| 8 AND 10 | 1,886 | 622 | 33.0% |
| 9 | 1,207 | 260 | 21.5% |
| TOTAL U.S.A. | 23,181 | 5,656 | 24.4% |

**METROPOLITAN AREAS AND REGIONS**
**U.S.A.**

## 1986 TENANT TURNOVER RATES

**BY BUILDING TYPE**
**GARDEN BUILDINGS**

| METROPOLITAN AREAS | NUMBER OF APARTMENTS REPORTING | TURNOVER NEW TENANTS | PERCENTAGE TURNOVER |
|---|---|---|---|
| AKRON, OH | 23 | 2 | 8.7% |
| ALBANY-TROY, NY | 195 | 51 | 26.2% |
| ALTOONA, PA | 262 | 52 | 19.8% |
| AMARILLO, TX | 136 | 86 | 63.2% |
| ANN ARBOR, MI | 80 | 14 | 17.5% |
| APPLETON, WI | 82 | 22 | 26.8% |
| ASHVILLE, NC | 174 | 46 | 26.4% |
| ATLANTA, GA | 448 | 135 | 30.1% |
| AUGUSTA, GA | 236 | 105 | 44.5% |
| BALTIMORE, MD | 2,018 | 633 | 31.4% |
| BATON ROUGE, LA | 244 | 65 | 26.6% |
| BIRMINGHAM, AL | 666 | 223 | 33.5% |
| BOSTON, MA | 2,018 | 141 | 7.0% |
| CANTON, OH | 102 | 14 | 13.7% |
| CHARLESTON, SC | 406 | 98 | 24.1% |
| CHARLOTTE, NC | 1,400 | 445 | 31.8% |
| CHATTANOOGA, TN | 714 | 221 | 31.0% |
| CHICAGO, IL | 935 | 224 | 24.0% |
| CINCINNATI, OH | 462 | 108 | 23.4% |
| CLEVELAND, OH | 674 | 95 | 14.1% |
| COLORADO SPGS., CO | 172 | 25 | 14.5% |
| COLUMBIA, MO | 72 | 42 | 58.3% |
| COLUMBIA, SC | 1,411 | 496 | 35.2% |
| COLUMBUS, OH | 1,587 | 376 | 23.7% |
| DALLAS, TX | 2,474 | 814 | 32.9% |
| DAYTON, OH | 294 | 73 | 24.8% |
| DAYTONA BEACH, FL | 202 | 46 | 22.8% |
| DENVER, CO | 1,036 | 290 | 28.0% |
| DETROIT, MI | 373 | 121 | 32.4% |
| ERIE, PA | 390 | 86 | 22.1% |
| FAYETTEVILLE, NC | 284 | 71 | 25.0% |
| FRESNO, CA | 571 | 200 | 35.0% |
| FT. WORTH, TX | 260 | 74 | 28.5% |
| GAINESVILLE, FL | 132 | 33 | 25.0% |
| GALESBURG, IL | 100 | 50 | 50.0% |
| GARY-HAMMOND, IN | 28 | 51 | 182.1% |
| GRAND RAPIDS, MI | 334 | 72 | 21.6% |
| GREENSBORO-H PT., NC | 455 | 109 | 24.0% |
| GREENVILLE, SC | 2,884 | 1,196 | 41.5% |
| HAGERSTOWN, MD | 154 | 32 | 20.8% |
| HAMILTON, OH | 93 | 33 | 35.5% |
| HARTFORD, CT | 396 | 60 | 15.2% |
| HONOLULU, HI | 64 | 6 | 9.4% |
| HOUSTON, TX | 520 | 244 | 46.9% |
| HUNTINGTON-ASH., WV/KY | 85 | 10 | 11.8% |
| INDIANAPOLIS, IN | 693 | 276 | 39.8% |
| JACKSON, MI | 782 | 289 | 37.0% |
| JACKSON, MS | 428 | 43 | 10.0% |
| JOHNSON CITY, TN | 256 | 112 | 43.8% |
| JOHNSTOWN, PA | 200 | 90 | 45.0% |
| KALAMAZOO, MI | 526 | 190 | 36.1% |
| KANSAS CITY, MO | 528 | 185 | 35.0% |
| KNOXVILLE, TN | 1,717 | 559 | 32.6% |
| LANSING, MI | 1,244 | 460 | 37.0% |
| LAS VEGAS, NV | 341 | 204 | 59.8% |
| LEXINGTON, KY | 463 | 186 | 40.2% |
| LIMA, OH | 258 | 66 | 25.6% |
| LITTLE ROCK, AR | 1,285 | 515 | 40.1% |
| LONG BRANCH, NJ | 183 | 7 | 3.8% |
| LOS ANGELES, CA | 986 | 335 | 34.0% |
| LOUISVILLE, KY | 327 | 60 | 18.3% |
| LOWELL, MA | 151 | 20 | 13.2% |
| MADISON, WI | 280 | 62 | 22.1% |
| MANCHESTER, NH | 45 | 3 | 6.7% |
| MANKATO, MN | 78 | 18 | 23.1% |
| MEMPHIS, TN | 2,215 | 450 | 20.3% |
| MIAMI, FL | 250 | 34 | 13.6% |
| MILWAUKEE, WI | 440 | 61 | 13.9% |
| MINNEAPOLIS-S PL., MN | 549 | 138 | 25.1% |
| MOBILE, AL | 124 | 24 | 19.4% |
| MODESTO, CA | 96 | 45 | 46.9% |
| MONTEREY-SAL., CA | 116 | 16 | 13.8% |
| MONTGOMERY, AL | 126 | 29 | 23.0% |
| NASHVILLE, TN | 1,448 | 471 | 32.5% |
| NEW YORK CITY, NY | 431 | 45 | 10.4% |
| NEWPORT NEWS, VA | 350 | 308 | 88.0% |
| NORFOLK, VA | 1,718 | 522 | 30.4% |
| OAKLAND, CA | 331 | 76 | 23.0% |
| OKLAHOMA CITY, OK | 136 | 97 | 71.3% |
| OMAHA, NE | 267 | 129 | 48.3% |
| ORANGE COUNTY, CA | 32 | 23 | 71.9% |
| ORLANDO, FL | 524 | 266 | 50.8% |
| OWENSBORO, KY | 185 | 45 | 24.3% |
| PEORIA, IL | 578 | 212 | 36.7% |
| PHILADELPHIA, PA | 874 | 150 | 17.2% |
| PHOENIX, AZ | 176 | 51 | 29.0% |
| PITTSBURGH, PA | 2,122 | 486 | 22.9% |
| POCATELLO, ID | 55 | 28 | 50.9% |
| PORTLAND, ME | 68 | 25 | 36.8% |
| PORTLAND, OR | 120 | 78 | 65.0% |
| PROVIDENCE, RI | 605 | 64 | 10.6% |

| METROPOLITAN AREAS | NUMBER OF APARTMENTS REPORTING | TURNOVER NEW TENANTS | PERCENTAGE TURNOVER |
|---|---|---|---|
| RALEIGH-DURHAM, NC | 593 | 134 | 22.6% |
| RENO, NV | 100 | 17 | 17.0% |
| RICHMOND, VA | 840 | 161 | 19.2% |
| ROANOKE, VA | 390 | 74 | 19.0% |
| ROCHESTER, MN | 104 | 38 | 36.5% |
| ROCHESTER, NY | 1,370 | 383 | 28.0% |
| ROCKFORD, IL | 216 | 73 | 33.8% |
| S. BEND/FT.WAYNE, IN | 1,198 | 282 | 23.5% |
| SACRAMENTO, CA | 333 | 197 | 59.2% |
| SAGINAW, MI | 352 | 108 | 30.7% |
| SALT LAKE CITY, UT | 428 | 146 | 34.1% |
| SAN ANTONIO, TX | 106 | 6 | 5.7% |
| SAN DIEGO, CA | 452 | 112 | 24.8% |
| SAN FRANCISCO, CA | 498 | 37 | 7.4% |
| SAN JOSE, CA | 613 | 78 | 12.7% |
| SANTA BARBARA, CA | 169 | 34 | 20.1% |
| SANTA ROSA, CA | 37 | 10 | 27.0% |
| SAVANNAH, GA | 700 | 216 | 30.9% |
| SCRANTON, PA | 436 | 133 | 30.5% |
| SIOUX CITY, IA | 208 | 89 | 42.8% |
| SPOKANE, WA | 63 | 17 | 27.0% |
| SPRINGFIELD, MA | 296 | 48 | 16.2% |
| ST LOUIS, MO | 263 | 122 | 46.4% |
| ST. CLOUD, MN | 149 | 36 | 24.2% |
| STATE COLLEGE, PA | 35 | 6 | 17.1% |
| SYRACUSE, NY | 152 | 7 | 4.6% |
| TACOMA, WA | 587 | 326 | 55.5% |
| TALLAHASSEE, FL | 112 | 29 | 25.9% |
| TAMPA-ST PETER., FL | 699 | 218 | 31.2% |
| TOLEDO, OH | 205 | 68 | 33.2% |
| TRENTON, NJ | 52 | 6 | 11.5% |
| TUCSON, AZ | 152 | 130 | 85.5% |
| TULSA, OK | 382 | 154 | 40.3% |
| UTICA-ROME, NY | 200 | 119 | 59.5% |
| WASHINGTON, DC | 3,815 | 724 | 19.0% |
| WATERBURY, CT | 898 | 144 | 16.0% |
| WEST PALM BEACH, FL | 398 | 137 | 34.4% |
| WHEELING, WV | 104 | 42 | 40.4% |
| WICHITA, KS | 796 | 413 | 51.9% |
| WILMINGTON, DE | 165 | 20 | 12.1% |
| WINSTON-SALEM, NC | 242 | 77 | 31.8% |
| WORCESTER, MA | 1,086 | 53 | 4.9% |
| YOUNGSTOWN-WARREN, OH | 200 | 60 | 30.0% |
| NON-METROPOLITAN | 8,763 | 2,585 | 29.5% |
| REGION | | | |
| 1 AND 2 | 8,979 | 1,298 | 14.5% |
| 3 | 14,723 | 3,709 | 25.2% |
| 4 | 24,062 | 7,429 | 30.9% |
| 5 | 13,639 | 3,957 | 29.0% |
| 6 | 6,551 | 2,432 | 37.1% |
| 7 | 2,346 | 1,055 | 45.0% |
| 8 AND 10 | 2,818 | 1,046 | 37.1% |
| 9 | 5,442 | 1,661 | 30.5% |
| TOTAL U.S.A. | 78,560 | 22,587 | 28.8% |

| | | | |
|---|---|---|---|
| DATE IN | | OFFICE USE ONLY | |
| COUNTED | | IE CHECK | |
| NA CHECK | | LETTER | |
| NA KEY | | RESPONSE | |
| ADDED | | I E KEY | |

# 1986 INCOME/EXPENSE ANALYSIS-FEDERALLY ASSISTED APARTMENTS
## DATA COLLECTION FORM

SUBMITTAL DEADLINE - MARCH 31, 1987

**INSTITUTE OF REAL ESTATE MANAGEMENT**

430 North Michigan • Chicago, Ill 60611-4090 • Phone (312) 661-1930

| | | | |
|---|---|---|---|
| BLDG NO | 4 | OFFICE USE ONLY | |
| CITY NO | | TYPE | |
| REGION | 0 | CAT | B |
| CHAPTER | 0 | REC | 6 |
| AGENT | 0- | CPM | |

**PLEASE READ INSTRUCTIONS BEFORE STARTING**

OPERATING RESULTS FOR THE YEAR 1986

**THIS FORM FOR FIRST-YEAR REPORTED BUILDINGS ONLY**

DATA COLLECTION FORM

### PLEASE ANSWER ALL QUESTIONS BELOW

A WAS THIS BUILDING REPORTED TO IREM PREVIOUSLY? ☐ YES ☐ NO

IF YES, PLEASE PROVIDE THE IREM BUILDING NUMBER ____________

B IS THIS PROJECT A CONDOMINIUM OR COOPERATIVE? ☐ YES ☐ NO

C DID THIS BUILDING HAVE 12 FULL MONTHS OF OPERATION DURING 1986? ☐ YES ☐ NO

D DOES THIS PROJECT CONTAIN AT LEAST 12 APARTMENT UNITS? ☐ YES ☐ NO

E DO ANY OF YOUR 1986 FIGURES INCLUDE CAPITAL EXPENDITURES OR DIFFER SIGNIFICANTLY FROM NORMAL OPERATING EXPERIENCE? IF YES, PLEASE IDENTIFY AMOUNT, LINE-ITEM, & REASON ☐ YES ☐ NO

F DOES THIS BUILDING RECEIVE STATE OR LOCAL SUBSIDIES? ☐ YES ☐ NO

| | |
|---|---|
| G TURNOVER (NUMBER OF NEW TENANTS DURING THE YEAR AFTER ONE FULL YEAR OF OCCUPANCY) **DO NOT REPORT AS A PERCENT** | |
| **H. ACTUAL CONSTRUCTION YEAR OF BUILDING** | |
| I PAYROLL RECAP (TOTAL OF ALL WAGES PAID) | .00 |

| INCOME | DOLLARS ONLY NO CENTS |
|---|---|
| 1 APARTMENT RENTALS AT 100% (INCLUDING RENTAL SUBSIDIES) | .00 |
| 2 GARAGE AND PARKING INCOME AT 100% | .00 |
| 3 STORES AND OFFICES AT 100% | .00 |
| **4 1 + 2 + 3 GROSS POSSIBLE RENTAL INCOME** | .00 |
| 5 LESS VACANCIES AND RENT LOSS (LINE 4 MINUS 6) | – .00 |
| **6 TOTAL RENTS COLLECTED** | .00 |
| 7 MISCELLANEOUS INCOME (MAID SERVICE, LAUNDRY, ETC.) REPORT RENTAL SUBSIDIES ON LINE 1 | .00 |
| **8 FOR IREM OFFICE USE ONLY (DO NOT FILL IN)** | .00 |
| 9 FOR IREM OFFICE USE ONLY (DO NOT FILL IN) | .00 |

| EXPENSES (EXCLUDING CAPITAL EXPENDITURES AND DEBT SERVICE) | DOLLARS ONLY NO CENTS |
|---|---|
| **ADMINISTRATIVE** | |
| 10 MANAGEMENT FEE | .00 |
| 11 OTHER ADMINISTRATIVE COSTS (INCLUDING ADMINISTRATIVE WAGES) | .00 |
| **OPERATING** | |
| 12 SUPPLIES (JANITORIAL, LIGHT BULBS, ETC.) | .00 |
| 13 HEATING EXPENSE (REPORT HEATING COSTS ONLY ON THIS LINE) | .00 |
| 14 OTHER ELECTRICITY (EXCLUDING HEATING EXPENSE) | .00 |
| 15 WATER AND SEWER | .00 |
| 16 OTHER GAS OR OIL (EXCLUDING HEATING EXPENSE) | .00 |
| 17 BUILDING SERVICES (WINDOW WASHING, ETC.) | .00 |
| 18 OTHER OPERATING EXPENSE - NO AMORTIZATION | .00 |
| **MAINTENANCE** | |
| 19 SECURITY (INCLUDING WAGES) | .00 |
| 20 GROUNDS MAINTENANCE (INCLUDING WAGES) | .00 |
| 21 MAINTENANCE AND REPAIRS (INTERIOR & EXTERIOR) M&R PAYROLL ON LINE 27 | .00 |
| 22 PAINTING AND DECORATING - INTERIOR ONLY (INCLUDING WAGES) | .00 |
| **TAXES & INSURANCE** | |
| 23 REAL ESTATE TAXES | .00 |
| 24 OTHER TAXES, FEES AND PERMITS | .00 |
| 25 PROPERTY INSURANCE (ONE YEAR ONLY - EXCLUSIVE OF FHA MORTGAGE) | .00 |
| **SERVICE** | |
| 26 RECREATIONAL AMENITIES (INCLUDING WAGES AND CATV) | .00 |
| 27 OTHER PAYROLL (EXCLUDING PAYROLL REPORTED ON LINES 11, 19, 20, 22, and 26) | .00 |
| **28 TOTAL ALL EXPENSES** | .00 |
| 29 FOR IREM OFFICE USE ONLY (DO NOT FILL IN) | .00 |

### MAILING ADDRESS & BUILDING INFORMATION (REQUIRED)

PHONE AREA ☐☐☐ - ☐☐☐ - ☐☐☐☐

ARE YOU A CPM? ☐ YES ☐ NO

MANAGING COMPANY

PERSON TO CONTACT

ADDRESS

CITY STATE ZIP CODE

BLDG NAME OR CODE

CITY STATE ZIP CODE

IREM CHAPTER TO RECEIVE CREDIT FOR THIS FORM ____________

**OFFICE USE ONLY**

BLDG NO ______ CITY ______ REG ______

CHAPTER ______ M AGENT ______ BLDG TYPE ______

CAT G ______ REC ______ N USE ______ CPM ______

**PLEASE SEE OTHER SIDE**

# DATA COLLECTION FORM

# REQUIRED INFORMATION

IF YOU REPORTED A FIGURE, PLEASE ANSWER THE FOLLOWING QUESTIONS ABOUT THE AMOUNT YOU PAID. (IGNORE UTILITY COSTS PAID BY TENANTS)

**A. HEATING FUEL** (Check as many as apply)

☐ (1) COAL
☐ (2) OIL
☐ (3) GAS
☐ (4) ELECTRICITY
☐ (5) PURCHASED STEAM
☐ (6) COMBINATION (PLEASE IDENTIFY)
______________

**B.** INDICATE WHICH UTILITIES ARE INCLUDED IN RENT

**C.** FOR THESE LINE ITEMS, PLEASE COPY THE FIGURES YOU REPORTED ON THE FRONT OF THE FORM.

**D.** WHAT TYPES OF SERVICE DOES THIS AMOUNT PAY FOR?

| | NO (NOT INCLUDED IN RENT) | YES (INCLUDED IN RENT) | | | Heating | Air Cond. | Cooking | Hot Water | Light | Other |
|---|---|---|---|---|---|---|---|---|---|---|
| TENANT HEATING EXPENSE | ☐ | ☐ | 13. HEATING EXPENSE | ______ .00 | ☐ | ☐ | ☐ | ☐ | ☐ | ☐ |
| TENANT OTHER ELECTRIC | ☐ | ☐ | 14. OTHER ELECTRIC | ______ .00 | ☐ | ☐ | ☐ | ☐ | ☐ | ☐ |
| TENANT WATER & SEWER | ☐ | ☐ | 15. WATER & SEWER | ______ .00 | ☐ | ☐ | ☐ | ☐ | ☐ | ☐ |
| TENANT GAS OR OIL | ☐ | ☐ | 16. OTHER GAS OR OIL | ______ .00 | ☐ | ☐ | ☐ | ☐ | ☐ | ☐ |

## PLEASE SUPPLY ALL THE DATA REQUESTED BELOW

**TYPE OF BUILDING**
(check ONE only)

☐ (1) HIGH-RISE ELEVATOR
☐ (2) LOW-RISE UNDER 25 UNITS
☐ (3) LOW-RISE 25 OR MORE UNITS
☐ (4) GARDEN TYPE

**TYPE OF SUBSIDY**

A. Does this project receive subsidies under any of the following federal programs? (check one only)

☐ (1) 202
☐ (2) 221 (d) 3
☐ (3) 236
☐ (4) None of the above

B. Does this project receive a Section 8 subsidy? (Treat Rental Assistance Payments and Rent Supplements as Section 8. If both elderly and non-elderly units are subsidized, check the ONE response which reflects the majority of units.)

☐ (1) Yes: Section 8-Elderly/Handicapped
☐ (2) Yes: Section 8-Non-Elderly (Family)
☐ (3) No

C. If covered by Section 8, what percentage of the units are covered? (If the project is NOT covered by 202, 221(d)3, or 236, this should be greater than 20%. If not greater than 20%, use "conventional apartment" form.) ________ %

D. If this project receives subsidies under any other federal programs, please identify:

______________________

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T.O.O. ☐☐☐☐
(1) (2) (3) (4)

**NUMBER OF PARKING SPACES**
(FILL IN)

(A) ENCLOSED GARAGES ____________
(B) COVERED CARPORT ____________
(C) OPEN LOT PARKING ____________

**TOTAL SPACES (A + B + C, ABOVE)** ____________

**FLOOR AREAS IN SQ. FT.**
(FILL IN)

GROSS FLOOR AREA OF ENTIRE BUILDING(S) ____________ SQ. FT.

TOTAL RENTABLE FLOOR AREA OF:
(A) APARTMENTS ____________ SQ. FT.
(B) STORES ____________ SQ. FT.
(C) OFFICES ____________ SQ. FT.
(D) OTHER ____________ SQ. FT.

**TOTAL RENTABLE AREA (A + B + C + D, ABOVE)** ____________ SQ. FT.

**LIST NUMBER OF APTS. BY ROOM COUNT**
(Do Not Include Stores Or Offices)

**READ INSTRUCTIONS BEFORE COMPLETING THIS SECTION.**

| NO. OF ROOMS | NO. OF UNFURNISHED APTS. | NO. OF FURNISHED APTS. |
|---|---|---|
| 1 | | |
| 1½ | | |
| 2 | | |
| 2½ | | |
| 3 | | |
| 3½ | | |
| 4 | | |
| 4½ | | |
| 5 | | |
| 5½ | | |
| 6 | | |
| 6½ | | |
| 7 | | |
| 7½ | | |
| 8 | | |
| 8½ | | |
| 9 | | |
| | | |
| TOTAL APTS | | |
| TOTAL NO OF ROOMS | | |
| | (1) | (2) |

# DEFINITIONS AND INSTRUCTIONS

## Income/Expense Analysis: Federally Assisted Apartments

**Before completing the numbered items, you should fill in the building information and mailing address boxes on the bottom of the form. Because this information is to be computerized, you are limited to the number of boxes provided on the form for each item.**

**If the reporting form you are using already contains computer-printed building and mailing information, please make any changes necessary for the form to be up-to-date.**

*IN ALL CASES, ROUND YOUR REPORTED FIGURES TO THE NEAREST DOLLAR; DO NOT USE CENTS.*

**GENERAL QUESTIONS: Instructions for answering these questions are provided on page 3 of this brochure.**

## INCOME

**Note: For items 1 through 7, be sure to use the rental rates that were in effect the year for which income is being requested.**

1. APARTMENT RENTALS: This figure should reflect all apartment rents which could have been collected, including employee apartments, if 100% of your building had been occupied, and rental subsidies.
2. GARAGE AND PARKING INCOME: If there is a separate charge made for use of garage or parking areas, report the total amount that could have been collected, if 100% of this area had been occupied. If you include use of garage or parking area in the apartment rent, reduce the apartment rental total on Line 1 by the portion applicable to garages and parking and report this portion on Line 2.
3. STORES AND OFFICES: Show the rental income you could have received from stores and offices if both of these had been 100% occupied. If not applicable to your building, omit this line.
4. GROSS POSSIBLE RENTAL INCOME: This is the total of Lines 1, 2, and 3.
5. LESS VACANCIES AND RENT LOSS: Temporarily skip this line.
6. TOTAL RENTS COLLECTED: Show what you *actually* collected from all sources indicated on Lines 1, 2, and 3, (Apartment Rentals, Garage and Parking Income, Store and Office Income, and including the rental value of apartments given to employees as part of their compensation). Then subtract Line 6 from Line 4 (gross possible rental income) and enter the difference on Line 5 as Vacancies and Rent Loss.

## WHEN NOT TO USE THIS FORM:

1. **Don't report any building or group of buildings with less than a total of 12 residential units.**
2. **Don't report any building if office or store occupancy represents more than 20 percent of the total rentable space.**
3. **Don't use this form for reporting results for condominiums, cooperatives, planned unit developments, or any building which does not receive federal subsidies under one of the following programs: 202, 221(d)3, 236 or Section 8.**

7. MISCELLANEOUS INCOME: Report here all the income collected from such sources as maid service, gas and electricity sold to tenants, commissions from telephones, laundry and vending machines, signs on the building and air-conditioning charges. **DO NOT INCLUDE interest or dividend income**, or rental subsidies on this line.
8. Leave Blank–FOR IREM USE ONLY.
9. Leave Blank–FOR IREM USE ONLY.

## EXPENSES

**Do not include under any expense category such items as ground rent, mortgage interest or amortization, depreciation, income taxes, or capital expenditures, as these are not reflective of operating expenses. Capital expenditures include investments in remodeling or replacements which materially add to the value of the property or appreciably prolong its life. Expenditures on materials or equipment with a life of more than one year should be considered capital and should not be included on this form.**

### ADMINISTRATIVE

10. MANAGEMENT FEE: This figure should represent the agency fee paid directly by the building owner.
11. OTHER ADMINISTRATIVE COSTS (including wages of administrative personnel only): This figure should represent the salaries of any administrative personnel paid directly by the owner; any leasing, rental or renewal fees paid in addition to the management fee; any alteration supervisory charges paid by the owner; the cost of all advertising, legal and auditing fees; dues in professional organizations; architectural or professional engineer's fees; and all telephone and building office expenses and supplies paid by the owner. Includes on-site manager if an administrative expense, otherwise put in Other Payroll.

### OPERATING

12. SUPPLIES: On this line show all janitorial supplies,

# DEFINITIONS AND INSTRUCTIONS

light bulbs, uniforms for employees and other such supplies which *DO NOT* belong under painting, decorating, maintenance or repairs.

13. HEATING EXPENSE: This figure should represent the cost of any fuel used for space heating of your building, whether you use coal, gas, oil, electricity or any other fuel. **DO NOT include the costs of ash removal or cost of gas, electricity, etc. used for cooking or hot water.** If you receive a combined gas or electric bill for heating and utilities, take your lowest bill for a summer month and multiply it by 12. Subtract this amount from your total annual cost to arrive at an estimated heating expense.

14. ELECTRICITY (excluding Heating Expense): This includes electricity for tenant and public areas, air-conditioning, elevators, hot water, laundry and other related purposes. **DO NOT report electricity used for space heating on this line.** This figure includes 100% of your electrical (non-heating) expenses, even if you bill some of it back to your tenants (electricity income is provided for above under miscellaneous income).

15. WATER AND SEWER: Show all water costs including, if applicable in your community, sewerage charges. If other utility charges are included in the water bill, give an estimate of each charge on the appropriate line.

16. GAS (excluding Heating Expense): Show here the cost of gas for utilities, i.e. cooking, air-conditioning, hot water, swimming pools, etc. **DO NOT report the cost of gas used for space heating on this line.** (This should be reported on Line 13.)

17. BUILDING SERVICES: This covers such contracted outside services as window washing, lobby directory, exterminating, rubbish removal, TV antenna service, but *NOT* services chargeable against the painting, decorating, janitorial, or maintenance and repair categories.

18. OTHER OPERATING EXPENSES: This category is designed to include operating costs which do not fit under any other caption. Among such items might be damage to property of others not covered by insurance, intercom service, directional signs, door lettering, etc. **DO NOT use this category if any other caption may be used.**

### MAINTENANCE

19. SECURITY (including wages of security personnel): List any in-house or contracted services on a full or part-time basis for securing the premises against crime. Include doormen and security equipment in this category, but *DO NOT* include intercom service.

20. GROUNDS MAINTENANCE (including wages of ground maintenance personnel): This category represents gardening, landscaping, sidewalks, and street sweeping, snow removal, water feature maintenance, and outside light maintenance. Include grounds maintenance supplies.

21. MAINTENANCE AND REPAIRS: Interior & Exterior (excluding M&R Payroll to be reported on Line 27): This category is to account for all items of *general* maintenance and repairs, both interior and exterior. This includes exterior painting or cleaning; elevator maintenance contracts, boiler inspection and repair contracts; air-conditioning service contracts; parts, small hand tools; fire protection services and equipment; plumbing, electrical, plastering, masonry, carpentry, heating, roofing or tuck pointing contractor's service *unless such bills properly constitute a capital expenditure.*

22. PAINTING AND DECORATING–Interior only (including wages): Include on this line the cost of all *contracted* labor, decorators on building payroll, and all materials and supplies used in the decorating of the interior of the building. Paint, wall-paper, brushes, wall-washing, and similar items belong in this category. Replacement of floor coverings, draperies, furnishings or light fixtures *(if not a capital expenditure)* also belong in this category. **Exterior painting should be included in maintenance and repairs on Line 21.**

### TAXES AND INSURANCE

23. REAL ESTATE TAXES: (Required Information) This includes all local or state real estate taxes as well as any non-capitalized assessments. *If your office does not pay this item, please ascertain figure from owner or County Treasurer's Office. If the property's taxes were abated, or the building is exempt, please provide an estimate of the full assessment.*

24. OTHER TAXES, FEES AND PERMITS: Show on this line any personal property taxes applicable to the building, franchise taxes, sign permit fees or any other tax necessary to the operation of the building. *DO NOT INCLUDE any local, state, or federal income taxes paid by the ownership on profits derived from the operations.*

25. INSURANCE: Include all one-year charges for fire, liability, theft, boiler explosion, rent fidelity bonds, and all insurance premiums except those paid to FHA for mortgage insurance or employee workmen's compensation and benfit plans. *If the building policies are paid on a multi-year basis, pro-rate and include only one year's cost.*

### SERVICE

26. RECREATIONAL AMENITIES (Including wages): Include in this category all operating and maintenance costs of indoor and outdoor recreational facilities and amenities such as sauna, gymnasium, billiard room, pool, jacuzzi, tennis courts, etc. This should include payroll, materials and supplies, services, equipment replacement, and contractual costs (including any net expenses from cable TV operations).

# DEFINITIONS AND INSTRUCTIONS

### OTHER PAYROLL

27. OTHER PAYROLL (excluding payroll reported on Lines 11, 19, 20, 22, and 26): Fill in amount paid janitors, maids, elevator operators, telephone switchboard operators, maintenance personnel, including market rental value of apartment, payroll taxes, welfare benefits and workmen's compensation. **DO NOT INCLUDE wages reported under Other Administrative Costs, Security, Grounds Maintenance, Painting & Decorating and Recreational Amenities.**
28. TOTAL ALL EXPENSES: Total all figures reported on Lines 10 through 27; make sure they add up correctly to the figure shown on Line 28.
29. Leave Blank - FOR IREM USE ONLY

### QUESTIONS

A.-F. Please read each of the questions carefully, and check the appropriate response.

G. TURNOVER: The actual number of new tenants that came into the building during the year. If the building is new, the Turnover would begin after one full year of occupancy. **PLEASE DO NOT REPORT AS A PERCENT.**

H. ACTUAL YEAR OF CONSTRUCTION: The year of completion of the building - when building was first occupied.

I. PAYROLL RECAP (total of ALL wages paid): The total amount of wages paid to ALL personnel, including wages reported under the line-items Other Administrative Costs, Security, Grounds Maintenance, Painting and Decorating, Recreational Amenities, and Other Payroll. This should include the allowable rental value of apartments given to employees as part of their compensation.

**REVERSE SIDE OF FORM**

# REQUIRED BUILDING DATA

### REQUIRED UTILITY INFORMATION (ALL CONTRIBUTORS MUST COMPLETE)

A. HEATING FUEL: Check as many as apply.

B. AREAS SERVICED: Indicate the type of utility service that is included in tenant rents.

C. UTILITY EXPENSES: Copy the dollar amounts reported for these line items on the front of the form.

D. TYPE OF SERVICE: Indicate what types of service the reported expense included.

### TYPE OF BUILDING

**HIGH RISE ELEVATOR PROJECTS:** This group is **confined to elevator buildings which are four stories or more in height.**

**LOW-RISE PROJECTS** (under 25 units): Includes walk-up buildings and elevator buildings- 3 stories or less.

**LOW-RISE PROJECTS** (25 units or more): Includes walk-up buildings and elevator buildings—3 stories or less.

**GARDEN TYPE PROJECTS:** We consider this to be a group of low-rise apartment buildings situated on a sizable landscaped plot, under one management.

TYPE OF SUBSIDY: Please read each of the questions carefully and supply the appropriate response.

A. Indicate if the project receives subsidies under any of the following federal programs: 202, 221(d)3, or 236.

B. Indicate if the project receives Section 8 subsidies, and if it does, whether the majority of subsidized units are for the elderly/handicapped, or for the non-elderly (family). If the projects receives Rental Assistance Payments or Rent Supplements, report them as a Section 8 subsidy.

C. If the project receives Section 8 subsidies, report the percentage of all units that are covered by Section 8. (If the project is NOT covered by 202, 221(d)3, or 236, this percentage should be greater than 20%. A project that only receives Section 8 subsidies, with less than 20% of the units subsidized, should be reported on IREM's "conventional apartment" form.)

D. Identify any federal subsidies that the project receives other than these included in the preceding questions.

SQUARE FOOT DATA: **You are strongly urged to supply the floor areas requested as the majority of the reports are calculated in dollars-per-square-foot. The absence of this information will limit the use of your data in the publication.**

GROSS FLOOR AREA OF ENTIRE BUILDING: The Gross Floor Area of a building is the sum of the areas at each floor level, including cellars, basements, mezzanines, penthouses, corridors, lobbies, stores, offices, garages within the building, included within the principle outside faces of exterior walls, not including architectural setbacks or projections. Included are all stories or areas which have floor surfaces with clear standing head room (6 feet 6 inches minimum) regardless of their use. Where a ground level area, or part thereof within the principal outside faces of the exterior walls is left unenclosed, the gross area of the unenclosed portion is to be considered as a part of the overall square footage of the building. All unroofed areas and unenclosed roofed-over spaces, except as defined above, are to be excluded from the area calculation.*

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*Based upon a study made by the Real Estate Board of New York.

# DEFINITIONS AND INSTRUCTIONS

RENTABLE FLOOR AREA: Rentable area shall be computed by measuring inside finish of permanent outer building walls or from the glass line where at least 50% of the outer building wall is glass. Rentable area shall also include all area within outside walls less stairs, elevator shafts, flues, pipe shafts, vertical ducts, air conditioning rooms, fan rooms, janitor closets, electrical closets, balconies—and such other rooms not actually available to the tenant for his furnishings and personnel—and their enclosing walls. No deductions shall be made for columns and projections unnecessary to the building.*

NUMBER OF ROOMS

For uniform room count reporting, these principles are suggested: Rooms are counted the same as is usual in the industry (a living room—dining room—bedroom and kitchen are 4 rooms)—with the following refinements:

DINING ROOM:

If dining room is combined with living room, count as one room, if less than 260 sq. feet—but 1½ rooms if more than 260 sq. feet.

Count breakfast room as a room, if it is more than 100 sq. feet, regardless of whether there is a separate dining room.

KITCHEN:

If a regular, separate walk-in kitchen, count as a full room.

If a combined dining-kitchen area exists, count as follows:

Total area is 105 sq. feet or less . . . . . . . . . 1 room
Total area is 105 to 140 sq. feet . . . . . . . 1½ rooms
Total area is over 140 sq. feet . . . . . . . . . 2 rooms

If Pullman—or actually an integral part of living room, or so situated as to make most of the equipment visible in the living room, count as half room.

OTHER:

Bathrooms, porches, closets, etc. are not counted.

NUMBER OF APARTMENTS BY ROOM COUNT

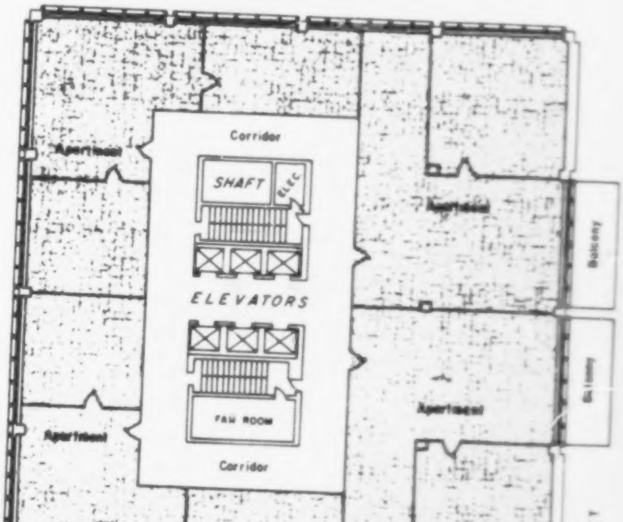
FURNISHED APARTMENTS: If 80 percent or more of the apartments in the building which you are reporting are furnished, report the entire building as furnished.

UNFURNISHED APARTMENTS: If 80 percent or more of the apartments in the building which you are reporting are unfurnished, report the entire building as unfurnished. **If the building you are reporting is not within the ratios specified above for furnished or unfurnished do NOT report such building. It will improperly affect the interpretation of statistical data. Choose another building to report instead.**

If you have any questions as to the method of filling out the form, please do not hesitate to write or call the Experience Exchange Department, Institute of Real Estate Management, 430 N. Michigan Avenue, Chicago, Illinois 60611-4090. Phone: (312) 661-1930

**Start Now.** It will take much less time than you think. Send in reports on all your buildings. Additional copies of the data form are available on request, or you can reproduce the data form on a copying machine in any quantity necessary to report all your buildings. Encourage others in your city to send in their Apartment Building statistics for a more meaningful sample.

EXAMPLE OF RENTABLE FLOOR AREA



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*Based upon the "American Standard" for measuring office areas as developed by the Building Owners and Managers Association International.

# DEFINITIONS AND INSTRUCTIONS

## CONVERTING FROM HUD FORM 92410 TO THE IREM DATA COLLECTION FORM

| IREM Form | HUD Form 92410 |
|---|---|
| INCOME | |
| 1. Apartment rentals | 5120, 5121 |
| 2. Garage & Parking Income | 5170 |
| 3. Stores & Offices | 5140, 5150, 5160, (5190 if appropriate) |
| 4. Gross Possible Rental Income | SUM of IREM Lines 1 + 2 + 3 |
| 5. Vacancies/Rent Loss | Total of Section 5200 |
| 6. Total Rents Collected | NET RENTAL INCOME |
| 7. Miscellaneous Income | 5130, 5300, (5900 if appropriate) |
| | DO NOT INCLUDE SECTION 5400 on the IREM Form |
| EXPENSES | |
| 10. Management Fee | 6320 |
| 11. Other Administrative Costs | Total of Section 6200, Total of Section 6300 less 6320, plus pro rata share of payroll taxes and workmen's compensation insurance |
| 12. Supplies | 6431, 6461 |
| 13. Heating Expense | (This line should represent the amount spent by the owner to heat the property, whatever the fuel source - and should be broken out by one of the following: 6420, 6450 or 6452) |
| 14. Other Electricity | The portion of 6450 that is not heating expense |
| 15. Water/Sewer | 6451 |
| 16. Other Gas or Oil | The portion of 6420 and/or 6452 that is not heating expense |
| 17. Building Services | 6462, 6470 |
| 18. Other Operating Expense | 6490 |
| 19. Security | 6510, 6511, plus pro rata share of payroll taxes and workmen's compensation insurance |
| 20. Grounds Maintenance | 6520, 6521, 6522, plus pro rata share of payroll taxes and workmen's compensation insurance |
| 21. Maintenance & Repair | 6541, 6542, 6543, 6550, 6551, 6570, 6580, 6590 |
| 22. Painting & Decorating | 6560, 6561, 6562, plus pro rata share of payroll taxes and workmen's compensation insurance |
| 23. Real Estate Taxes | Property tax share of 6710 |
| 24. Other Taxes, Fees and Permits | Other tax share of 6710, excluding payroll taxes |
| 25. Insurance | 6720 less workmen's compensation insurance |
| 26. Recreational Amenities | 6440, 6441 |
| 27. Other Payroll | 6410, 6421, 6430, 6440, 6460, 6530, 6540, and pro rata share of payroll taxes and workmen's compensation ininsurance |
| | DO NOT INCLUDE SECTIONS 6600, 6800, 6900, and 7100 on the IREM Form |
| 28. Total All Expenses | SUM of IREM Lines 10 through 27 |

# DEFINITIONS AND INSTRUCTIONS

## PRORATION WORKSHEET

Use this table to arrive at "Payroll Recap", and to prorate payroll taxes and workmen's compensation insurance.

Copy the dollar amounts indicated from HUD Form 92410:

Payroll taxes (from 6710) .......................................... $ ________ .00
Workmen's Compensation Insurance (from 6720).... $ ________ .00

TOTAL OF ABOVE: $ ________ .00

| HUD 92410 Line-item | COLUMN A | COLUMN B | COLUMN C (Values in B divided by Total Payroll) | COLUMN D (Values in C multiplied by Total from above) | Add the amounts in Column D to IREM Line: |
|---|---|---|---|---|---|
| | (Copy dollar amounts from 92410 & subtotal) | | | | |
| 6310 | $ ____ .00 | | | | |
| 6330 | $ ____ .00 | | | | |
| | | $ ____ .00 | ____ | $ ____ .00 | 11 |
| 6510 | | $ ____ .00 | ____ | $ ____ .00 | 19 |
| 6520 | | $ ____ .00 | ____ | $ ____ .00 | 20 |
| 6560 | | $ ____ .00 | ____ | $ ____ .00 | 22 |
| 6440 | | $ ____ .00 | ____ | $ ____ .00 | 26 |
| 6410 | $ ____ .00 | | | | |
| 6421 | $ ____ .00 | | | | |
| 6430 | $ ____ .00 | | | | |
| 6460 | $ ____ .00 | | | | |
| 6530 | $ ____ .00 | | | | |
| 6540 | $ ____ .00 | | | | |
| | | $ ____ .00 | ____ | $ ____ .00 | 27 |

TOTAL PAYROLL: $ ________ .00

Insert the amount calculated for Total Payroll on the "Payroll Recap" line on the IREM Form.

# COMPARATIVE DATA WORKSHEET

Building Name ______________________ Building Type ______________
City ______________________ Region ______________
Rentable Sq. Ft. ______________
Apts. __________ Rooms __________

| | *1986 Figures for Your Building* | | | *1986 Median Income and Expenses* | | |
|---|---|---|---|---|---|---|
| | Actual Dollars | Percent of GPTI | Dollars per Sq. Ft. | Your City | Your Region | National |
| *Income* | | | | | | |
| 1. Rents—Apartments | | | | | | |
| 2. Rents—Garage/Parking | | | | | | |
| 3. Rents—Stores/Offices | | | | | | |
| 4. *Gross Possible Rents* | | | | | | |
| 5. Less: Vacancies/Rent Loss | | | | | | |
| 6. *Total Rents Collected* | | | | | | |
| 7. Other Income | | | | | | |
| 8. *Gross Possible Total Income* | | | | | | |
| 9. *Total Actual Collections* | | | | | | |
| *Expenses* | | | | | | |
| 10. Management Costs | | | | | | |
| 11. Other Administrative | | | | | | |
| *Subtotal Administrative* | | | | | | |
| 12. Supplies | | | | | | |
| 13. Heating Fuel—Common Areas Only | | | | | | |
| *or:* Common Areas and Apartments | | | | | | |
| 14. Electricity—Common Areas Only | | | | | | |
| *or:* Common Areas and Apartments | | | | | | |
| 15. Water/Sewer—Common Areas Only | | | | | | |
| *or:* Common Areas and Apartments | | | | | | |
| 16. Gas—Common Areas Only | | | | | | |
| *or:* Common Areas and Apartments | | | | | | |
| 17. Building Services | | | | | | |
| 18. Other Operating | | | | | | |
| *Subtotal Operating* | | | | | | |
| 19. Security | | | | | | |
| 20. Grounds Maintenance | | | | | | |
| 21. Maintenance/Repairs | | | | | | |
| 22. Painting/Decorating | | | | | | |
| *Subtotal Maintenance* | | | | | | |
| 23. Real Estate Taxes | | | | | | |
| 24. Other Tax/Fee/Permit | | | | | | |
| 25. Insurance | | | | | | |
| *Subtotal Taxes/Insurance* | | | | | | |
| 26. Recreational Amenities | | | | | | |
| 27. Other Payroll | | | | | | |
| 28. *Total All Expenses* | | | | | | |
| 29. *Net Operating Income* | | | | | | |
| 30. Payroll Recap | | | | | | |

*Gross Possible Rents = Line 1 + Line 2 + Line 3*
*Vacancies and Rent Loss = Line 4 – Line 6*
*Gross Possible Total Income = Line 4 + Line 7*
*Total Actual Collections = Line 6 + Line 7*
*Total All Expenses = Sum of Lines 10 through 27*
*Net Operating Income = Line 9 – Line 28*
*Payroll Recap = Sum of all Payroll Expenses*

# SOURCE OF REPORTS

## Number of Buildings Per Participating City

| | |
|---|---|
| Akron, OH | 3 |
| Albany-Troy, NY | 5 |
| Albuquerque, NM | 8 |
| Allentown-Bethlehem, PA | 8 |
| Altoona, PA | 6 |
| Amarillo, TX | 1 |
| Anchorage, AK | 1 |
| Ann Arbor, MI | 2 |
| Appleton, WI | 1 |
| Asheville, NC | 2 |
| Atlanta, GA | 19 |
| Augusta, GA | 4 |
| Baltimore, MD | 30 |
| Baton Rouge, LA | 2 |
| Beaumont-Pt. Arthur, TX | 1 |
| Birmingham, AL | 15 |
| Boston, MA | 51 |
| Buffalo, NY | 1 |
| Canton, OH | 4 |
| Cedar Rapids, IA | 2 |
| Champaign-Urbana, IL | 5 |
| Charleston, SC | 6 |
| Charleston, WV | 3 |
| Charlotte, NC | 20 |
| Chattanooga, TN | 8 |
| Chicago, IL | 22 |
| Cincinnati, OH | 22 |
| Cleveland, OH | 21 |
| Colorado Springs, CO | 5 |
| Columbia, MO | 1 |
| Columbia, SC | 19 |
| Columbus, OH | 16 |
| Dallas, TX | 11 |
| Davenport, IA-Moline, IL | 2 |
| Dayton, OH | 10 |
| Daytona Beach, FL | 2 |
| Denver, CO | 41 |
| Des Moines, IA | 3 |
| Detroit, MI | 10 |
| Duluth, MN | 6 |
| El Paso, TX | 2 |
| Erie, PA | 10 |
| Fargo, ND | 1 |
| Fayetteville, NC | 5 |
| Flint, MI | 1 |
| Ft. Lauderdale, FL | 1 |
| Ft. Worth, TX | 1 |
| Fresno, CA | 7 |
| Gainesville, FL | 4 |
| Galesburg, IL | 1 |
| Gary-Hammond-E. Chicago, IN | 1 |
| Grand Rapids, MI | 9 |
| Greensboro-High Point, NC | 14 |
| Greenville, SC | 34 |
| Hagerstown, MD | 2 |
| Hamilton, OH | 1 |
| Harrisburg, PA | 2 |
| Hartford, CT | 5 |
| Honolulu, HI | 6 |
| Houston, TX | 3 |
| Huntington, WV-Ashland, KY | 3 |
| Huntsville, AL | 2 |
| Indianapolis, IN | 14 |
| Jackson, MI | 7 |
| Jackson, MS | 6 |
| Jacksonville, FL | 1 |
| Johnstown, PA | 5 |
| Johnson City, TN | 3 |
| Kalamazoo, MI | 15 |
| Kansas City, MO | 14 |
| Knoxville, TN | 19 |
| Lancaster, PA | 1 |
| Lansing, MI | 13 |
| Las Vegas, NV | 3 |
| Lexington, KY | 10 |
| Lima, OH | 5 |
| Little Rock, AR | 13 |
| Long Branch, NJ | 2 |
| Los Angeles, CA | 16 |
| Louisville, KY | 11 |
| Lowell, MA | 7 |
| Macon, GA | 3 |
| Madison, WI | 6 |
| Manchester, NH | 3 |
| Mankato, MN | 1 |
| McAllen, TX | 1 |
| Memphis, TN | 19 |
| Miami, FL | 5 |
| Milwaukee, WI | 6 |
| Minneapolis-St. Paul, MN | 28 |
| Mobile, AL | 2 |
| Modesto, CA | 3 |
| Monterey-Salinas, CA | 4 |
| Montgomery, AL | 2 |
| Muskegon, MI | 1 |
| Nashville, TN | 18 |
| Newark, NJ | 5 |
| New Haven, CT | 1 |
| Newport News, VA | 3 |
| New York, NY | 4 |
| Norfolk, VA | 17 |
| Oakland, CA | 4 |
| Odessa-Midland, TX | 2 |
| Oklahoma City, OK | 2 |
| Omaha, NE | 5 |
| Orlando, FL | 6 |
| Orange County, CA | 2 |
| Owensboro, KY | 4 |
| Paterson, NJ | 1 |
| Peoria, IL | 13 |
| Perth Amboy, NJ | 3 |
| Philadelphia, PA | 15 |
| Phoenix, AZ | 2 |
| Pittsburgh, PA | 55 |
| Portland, ME | 6 |
| Portland, OR | 2 |
| Providence-Pawtucket, RI | 21 |
| Raleigh-Durham, NC | 9 |
| Reno, NV | 2 |
| Richmond, VA | 9 |
| Roanoke, VA | 6 |
| Rochester, NY | 9 |
| Rochester, MN | 3 |
| Rockford, IL | 4 |
| Sacramento, CA | 12 |
| Saginaw, MI | 5 |
| St. Cloud, MN | 4 |
| St. Louis, MO | 11 |
| Salem, OR | 1 |
| Salt Lake City, UT | 33 |
| San Antonio, TX | 3 |
| San Diego, CA | 7 |
| San Francisco, CA | 8 |
| San Jose, CA | 6 |
| Santa Barbara, CA | 1 |
| Santa Rosa, CA | 1 |
| Savannah, GA | 9 |
| Scranton, PA | 4 |
| Seattle, WA | 5 |
| Sioux City, IA | 16 |
| South Bend-Ft. Wayne, IN | 16 |
| Spokane, WA | 2 |
| Springfield, MA | 4 |
| Stamford, CT | 1 |
| State College, PA | 1 |
| Stockton, CA | 1 |
| Syracuse, NY | 2 |
| Tacoma, WA | 7 |
| Tallahassee, FL | 4 |
| Tampa, FL | 15 |
| Toledo, OH | 4 |
| Topeka, KS | 2 |
| Trenton, NJ | 1 |
| Tucson, AZ | 2 |
| Tulsa, OK | 10 |
| Utica-Rome, NY | 2 |
| Washington, D.C. | 30 |
| Waterbury, CT | 10 |
| West Palm Beach, FL | 2 |
| Wheeling, WV | 3 |
| Wichita, KS | 16 |
| Wilmington, DE | 2 |
| Winston-Salem, NC | 5 |
| Worcester, MA | 10 |
| Youngstown-Warren, OH | 2 |
| Other U.S. | 313 |
| Total Cities | 165 |
| Total Buildings | 1,568 |

## Number of Buildings, Apartments, and Rooms Participating in This Report

| **Number of Buildings** | |
|---|---|
| Elevator | 337 |
| Low-Rise | 345 |
| Garden | 886 |
| **Total** | **1,568** |

| | |
|---|---|
| Section 202 | 66 |
| Section 221(d)3 | 164 |
| Section 236 | 425 |
| Section 8—Elderly/Handicapped | 423 |
| Section 8—Family | 490 |
| **Total** | **1,568** |

| | |
|---|---|
| Number of Apartments | 167,739 |
| Number of Rooms | 697,452 |
| Total Rentable Floor Area Reported | 124,505,376 |

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# QUESTIONNAIRE

The Experience Exchange Committee is continually striving to improve its publications. You can help us by taking a few minutes to complete this questionnaire and return it to IREM's national office. This form can be folded and stapled to become a self-mailer. Thank you.

*The Experience Exchange Committee*

1. Are you a contributor to this Analysis?

☐ Yes ☐ No

2. What type of position do you hold?

☐ Property Manager ☐ Property Owner ☐ Appraiser
☐ On-site Manager ☐ Member of the banking industry ☐ Other ______________________

3. How many people in your organization, including yourself, use this Analysis?

Number: __________

4. How many times a year do you refer to this publication?

Number: __________

5. Which of the other Experience Exchange publications do you use?

☐ Income/Expense Analysis: Conventional Apartments
☐ Income/Expense Analysis:Office Buildings
☐ Expense Analysis: Condominiums, Co-ops and PUDs
☐ None of these.

6. What other types of reports would you like to see included in the Analysis?

______________________________________________

7. Do you feel the introduction *(Guidelines for Use of This Data* and *Interpretation of a Page of Data)* provides a clear explanation of how to use this Analysis?

☐ Yes ☐ No

If not, what changes or additional information would you like to see included?

______________________________________________

8. How many times a year do you use the Comparative Data Worksheet?

Number: __________

9. How would you rate the overall quality and usefulness of this Analysis?

| | | | | | |
|---|---|---|---|---|---|
| Quality: | ☐ Very Poor | ☐ Poor | ☐ Fair | ☐ Good | ☐ Very Good |
| Usefulness: | ☐ Very Poor | ☐ Poor | ☐ Fair | ☐ Good | ☐ Very Good |

10. Additional general comments on the Analysis:

______________________________________________

______________________________________________

______________________________________________

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